

Pre-summit triumph for Shultz and Shevardnadze

US-Soviet arms pact agreed

From Christopher Walker, Geneva

The Soviet Union and the United States yesterday reached the elusive final agreement on a treaty to eliminate all their medium and shorter-range nuclear missiles, the first such superpower pact for eight years.

The success of the complex negotiations, which began in March 1985, has also cleared the final obstacles in the way of the third summit meeting between Mr Gorbachev and President Reagan, which officials said will now start as scheduled on December 8.

In an historic moment for nuclear arms control, the treaty, the first in which the United States and the Soviet Union have agreed to destroy part of their nuclear arsenals, has increased optimism that the two sides can achieve a further, more significant 50 per cent cut in long-range missiles for the Moscow summit, due by the middle of 1988.

In a rare demonstration of superpower bonhomie, Mr George Shultz, the US Secretary of State, and Mr Eduard Shevardnadze, his Soviet

counterpart, appeared outside the large US mission here shortly after 5pm to announce that all remaining problems on the Intermediate Nuclear Forces (INF) treaty had been overcome.

The dramatic announcement followed two days of emergency talks here, at which the remaining 2 per cent of problems — mostly connected with the sensitive question of verification — were ironed out in an intensive series of negotiations. These were spurred on by the December 8 deadline.

Spirit of Geneva

line for holding the summit, at which the treaty will be signed.

A beaming Mr Shultz gave the first announcement of the diplomatic triumph when he and Mr Shevardnadze came out from a meeting in the diplomatic building and, in front of waiting cameramen and reporters, warmly exchanged a handshake.

"Mr Shevardnadze and I are shaking hands. The reason is that we have now completed agreement on all of the outstanding INF issues," said the US Secretary of State, whose diplomatic standing has been greatly enhanced by the agreement. "All that remains is treaty language which others will be able to do. We are very pleased that we have this development."

The Soviet Foreign Minister appeared equally elated by the final agreement on problems which, although small in terms of the final treaty document, which runs to some 100 pages, were regarded by arms control experts as the most difficult because they involved intrusive measures designed to prevent either side reneging on their commitments to destroy existing missiles and not to build new ones.

"What we have done is in the interest of all nations of this planet," Mr Shultz said. "And we have no doubt that the summit meeting in Washington will be successful and that the next step will be made towards the abolition of nuclear weapons because we have now laid good groundwork. I appreciate the efforts of our American colleagues and their cooperation. This is an historic task that we have now accomplished through joint efforts."

Mr Shevardnadze had been accompanied during the crucial 48 hours of emergency talks in Geneva by Marshal Sergei Akhromeyev, the influential Soviet Chief of Staff. Soviet sources said he was able to provide a quick indication of what the Soviet military establishment would accept in terms of verification.

Although militarily accounting for only between 3 to 4 per cent of the total nuclear arsenals in the possession of the superpowers, the final achievement of an INF treaty is seen as symbolically important by both Soviet and US officials for providing further disarmament pacts.

Defiant Livingstone booted by Tory MPs

By Philip Webster, Chief Political Correspondent

Mr Ken Livingstone was hissed and booed by Conservative MPs in an extraordinary Commons scene yesterday as he defiantly stepped up his controversial campaign over Ulster.

Labour MPs were growing increasingly exasperated as he ignored attacks on him by Mr Neil Kinnock and other Shadow Cabinet members and advice the night before by his chief whip, Mr Derek Foster, that he should concentrate on Commons work rather than speaking outside.

Yesterday Mr Livingstone appeared on a London picket line and said he would speak

A senior diplomatic source told *The Times*: "A lot of weapons experts here thought that the outstanding complexities on verification were too hard to be solved as quickly as this. The fact that the experts have been proved wrong shows that the political will in both Washington and Moscow for an agreement was high."

After the announcement, officials said that the two sides had gone on to continue negotiations on the larger issue of strategic weaponry, which is now expected to dominate next month's summit. Later today Mr Shultz will fly to Brussels to brief his Nato allies on details of the final version of the INF treaty.

According to Western officials here, more than 1,000 missiles will be destroyed under the terms of the treaty, but the process of destruction will not begin until it has been ratified by the US Senate, where it faces some right-wing opposition. Under the terms agreed by the Soviet and US negotiators, all but about 130 Soviet shorter-range missiles are due to be destroyed in an initial three-year period.

●MOSCOW: Mr Shevardnadze has written a letter to the latest round of Geneva negotiations for a global ban on chemical weapons and the elimination of stockpiles, stressing the issue was a "priority" for the Soviet Union, which hoped for an agreement by the middle of next year (A Correspondent writes).

The revelation about the letter was made at a news conference here held by Mr Sergei Batanov, deputy head of the Soviet Foreign Ministry's department for the peaceful use of nuclear energy and space. Mr Shevardnadze wrote "on the eve" of the latest round of negotiations.

Mr Batanov gave a generally optimistic view of progress towards a convention, saying that "almost all major issues" had been, or were being, resolved.

●BRUSSELS: Lord Carrington, the NATO Secretary-General, said on learning of the breakthrough: "This is excellent news" (AP reports). "It is the position and US negotiating efforts were designed to achieve."

●WASHINGTON: President Reagan, declaring that the Soviet Union was forging ahead with its own anti-missile system, warned yesterday that further congressional cost-cutting of his controversial Strategic Defence Initiative (SDI) would give Moscow a monopoly in space-based defences (Christopher Thomas writes).

He said bluntly that giving up SDI would be too high a price for any agreement on reducing strategic forces. The question was not whether strategic defences would be developed. "The question is rather will the Soviet Union be the only country to possess them? The choice is ours."

Auctioneer is fined over wrong catalogue entry

By Sarah Jane Checkland
Art Market Correspondent

An art dealer yesterday succeeded in using the Trades Descriptions Act to challenge an auctioneer who had wrongly attributed a painting in his catalogue to the artist Thomas Girtin.

Usually brought into play in disputes over used cars and consumer goods, this is believed to be the first time the Act has been used in the art market. Magistrates at Stourbridge, Worcestershire, fined the auctioneer £100 for wrongly claiming that a painting he sold was the work of the well-known Georgian artist.

Their decision may have serious implications for all auction houses because the court decided that the

standard disclaimer which is often used is not sufficient.

Mr Andrew Hall, prosecuting for the Hereford and Worcester Trading Standards Department, said: "There is a responsibility for the auctioneer to ensure that a description he uses is true. Mr Ward could have taken the elementary precaution of having the painting valued before the sale."

After the hearing, a spokesman from the County Trading Standards Department said: "The disclaimer Mr Ward used is a standard one found in most sale catalogues. This case, therefore, sets something of a precedent."

Mr Christopher Clarke, chairman of the British Antique Dealers' Association (BADA), said last night: "It is

significant in two respects. First, we have always thought the auctioneer's descriptions were pretty worthless and nobody reads the disclaimers. But if you buy from a member of BADA, you do not have to go to the Trades Description Act as we have our own guarantees and arbitration system. We will either give you your money back or throw the offending dealer out."

The subject of the case was a relatively modest painting of a hilly landscape, claimed by Mr David Ward in the catalogue of Phipps and Pritchard to be by Thomas Girtin (1773-1802). It was sold by Mr Ward for £3,250 in a village hall.

The art dealer who bought the painting sent it for confirmation of its value to Sotheby's, who discovered

the painting was by William Pearson, one of Girtin's followers and worth only about £400.

As Mr Ward refused to pay compensation, the dealer complained to the Trading Standards Department, with reference to the general disclaimer in the catalogue which said buyers had to satisfy themselves about the authenticity of works. Mr Ward was fined £100 with £50 costs under Section One of the 1968 Trades Description Act.

Mr Michael James, defending, said that both Mr Ward and the art dealer had genuinely believed the painting was the work of Girtin. Mr Ward had now paid compensation in full to the dealer and had become the owner of the painting.

Saleroom, page 3



Beaming smiles and a firm handshake for Mr Shultz, left and Mr Shevardnadze yesterday when the hard bargaining ended.

Irish Bill will limit extradition

By John Cooney

The Irish Government yesterday approved the text of a Bill which will impose restrictions on the absolute and automatic extradition of suspected terrorists to Britain and Northern Ireland.

The Bill will introduce a certificate process under which the Irish Attorney General can form an opinion on whether or not to accept an extradition warrant and an accompanying statement from the British Attorney General.

The Bill also stipulates that the extradited person will be tried only for the offence for which he is wanted in Britain or Northern Ireland. Retro-spection will also be made conditional.

The move heavily qualifies Mr Haughey's announcement after the Enniskillen bomb outrage of his decision to ratify the European convention on the suppression of terrorism.

Leading article, page 15

Turner winner

The Turner Prize has been won by Richard Deacon, the sculptor. The award was announced at the Tate Gallery, London, last night by Mr George Melly, the singer. Mr Deacon was short-listed for the prize in 1984.

IN PART 2

Gas plan

A network of power stations burning gas bought directly from the oil companies in the North Sea — bypassing the British Gas supply system — is being considered by the electricity industry. Page 25

Calls to Bar

The full list of students called to the Bar this term is published today. Page 44

Portfolio

● The £25,000 prize in The Times Portfolio Gold competition, double the usual amount as there was no winner on Monday, was won yesterday by a reader in Godalming, Surrey. Details, page 3.
● Portfolio list, page 33.

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Queen rejects 'birthday' change

By Richard Ford
Political Correspondent

The Queen has rejected any suggestion that the date of her official birthday should be changed to create an autumn Bank holiday to replace May Day which commemorates workers' solidarity.

Moving the Queen's official birthday, traditionally celebrated in June with Trooping the Colour and an appearance by the Royal Family on the balcony at Buckingham Palace, was one of a number of ideas put forward during discussions on abolishing the May Day Bank holiday in favour of a date in October.

But Ministers and officials recognized that the carefully planned annual royal routine would be disrupted and after informal soundings it was made clear that the Queen did not favour the idea.

It would also have broken with a routine that developed fitfully during the reign of Queen Victoria.

A number of other proposals have been discussed by Ministers who want May Day abolished because of the bunching of Bank holidays in the spring and they are also anxious to get rid of the May Day holiday, created by the Labour Government in 1976 and introduced two years later because it angered backbench Conservative MPs and their supporters in the country.

Baby heart death disclosure fuels storm in Parliament

By Craig Seton, Sheila Gunn and Jill Sherman

A new born baby with a serious heart defect has died after being turned away from the Birmingham Children's Hospital which is crippled by a shortage of beds and trained staff.

The news came as Mrs Thatcher told the Commons that she hoped an earlier baby, David Barber, whose life-saving heart operation at the Birmingham Children's Hospital has been cancelled five times, would be operated on soon, saying that the level of trained staff there was now back to full strength.

Meanwhile, baby David's mother, Mrs Diane Walker, yesterday pledged to continue her legal fight for her son's operation after a High Court judge rejected an application for it to be carried out immediately.

In the Commons, Mrs Thatcher gave her assurance that David, suffering from a hole in the heart, would be operated on as Labour MPs came near to accusing her of

murder if the baby died beforehand.

The tragedy of the baby who died after being turned away from the hospital was disclosed in the House of Lords last night by the Countess of Mar as the political debate intensified over the situation there, where the Countess said another 34 babies were still waiting for urgent surgery requiring intensive care.

Commenting on the death of the unnamed baby, a senior

Brian James visits Birmingham Children's Hospital. Spectrum 12

consultant at the hospital said that the baby may have survived if it had been admitted to the hospital's cardiac unit, but it died hours later in the hospital from which it was due to be transferred as an emergency.

Dr Eric Silove, consultant paediatric cardiologist at the Birmingham Children's Hospital, said: "It might have survived if it had been admitted."

I am not saying it would have. It might have."

He went on: "It is numbing. We have felt that whereas up until now we had been crippled, we are now paralysed."

Ms Alice Mahon, Labour MP for Halifax, demanded in the Commons to know if the Prime Minister was happy with a Government which created conditions in which a small baby had been refused a life-saving operation six times.

Mrs Thatcher replied that the unit was back to full strength and hoped the operation will take place very soon.

The Prime Minister also hinted at better pay for paediatric nurses.

During social service questions Mr Dave Nellist, the Labour MP for Coventry South East, went further and claimed that if the baby died Mrs Thatcher would not be able to pass off as an accident because "it will be murder".

Parliament, page 4

Lawson in plea to Bonn and Tokyo

By Rodney Lord, Economics Editor

The Chancellor, Mr Nigel Lawson, said yesterday there was no question of the world falling into recession, provided its economic leaders pursued their heads and pursued the right policies.

Speaking at the American and Canadian Chambers of Commerce in London, he called on Japan and West Germany to take complementary action to expand their economies.

His speech followed cuts in interest rates in West Germany and France, seen as a first response by the other Group of Seven countries to agreement on cuts in the US budget deficit.

The ¼ percentage point cut was enough to revive both currency and share markets. The dollar closed 1.45 pence higher in London at DM1.6835 and share prices rose in early dealings on Wall Street.

In London, share prices were also helped by better-than-expected trade figures and the FT-SE 100 index

closed up 31.4 at 1,689.1. The current account deficit for October was £282 million, compared with an average monthly deficit in the previous quarter of £416 million.

In the first 10 months of the year, the cumulative deficit was £1,053 million, suggesting the Treasury forecast of a £2.5 billion deficit for the year will be too pessimistic.

Sterling fell against the dollar by 1.7 cents to \$1.7715 but rose 0.66 pence against the mark to DM2.9911.

In his speech yesterday, Mr Lawson warmly welcomed the US budget deficit reduction agreement between the US Administration and Congress. He said it was now necessary for Japan, and more particularly West Germany, to increase their economic momentum. Japan should also open its markets more to imports.

Now US interest rates might have to rise, said the Chancellor, to a level that could both support the dollar and finance the deficit.

Leading article, page 15

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NEWS SUMMARY

Scottish miners spurn Scargill

Scotland's miners yesterday refused to back Mr Arthur Scargill's attempt to be re-elected president of the National Union of Mineworkers.

The decision was endorsed by a delegate conference at British Coal announced record production figures of 3.78 tonnes per man for a six-month period, despite the union's overtime ban in protest against the corporation's disciplinary code.

Mr George Bolton, president of the Scottish NUM, said the area had decided to leave it to individual members to decide who should be their next national leader. "The election serves no purpose and can only further divide an already divided union", he said.

South Wales miners' leaders, who want to prevent Mr Scargill standing again, travel to London tomorrow to take legal advice.

Barlinnie Soccer fan freed

All nine men accused in the Barlinnie prison riot trial at the High Court in Glasgow were cleared of attempted murder last night.

The jury of 10 men and five women found three men guilty of mobbing and rioting during the riot in January. They were given jail sentences of 10, eight and four years. A fourth man convicted of assaulting a prison officer was admonished.

During the trial, which lasted six weeks and cost £1.5 million, the nine had denied more than 80 counts of attempted murder.

A fourth British soccer supporter charged with manslaughter in the 1985 Heysel Stadium riots, in which 39 people died, was freed from pre-trial custody by a Brussels appeal court yesterday.

The court rejected an appeal from the Brussels prosecutor's office that Mr James Wallace, aged 27, of Bury, Greater Manchester, should stay in prison. It upheld similar appeals involving two other defendants, Mr Stanley James Conroy and Mr Stephen McDonald.

Twenty-one Liverpool supporters remain in prison.

Shot man is named

The man shot dead when police ambushed an armed robbery at Woolwich, south London, was named by police sources yesterday as Anthony Charles Ashe, a minor professional criminal from south London.

Ashe, aged 49, came from the Rye Hill estate, East Dulwich, south London, and was unemployed. He was shot by police marksmen when a gang opened fire after being challenged as they tried to exchange getaway cars. The gang had held up a Securicor van in a street near by and escaped with £10,411.

Detectives from Scotland Yard's flying squad searched three other addresses after the shooting and police took away a number of masks.

Moore in hospital

Mr John Moore, Secretary of State for Social Services, returned to hospital yesterday, suffering from what his department said was bacterial pneumonia.

He spent several days in a Wimbledon hospital last week and left at the weekend to resume work on Monday. He was taken ill during a Downing Street meeting with the Prime Minister and other ministers yesterday and returned to the hospital.

Colleagues believe he returned to work too soon.



Doctor is defended

A doctor who wrongly certified dead a widow aged 94 was praised by her relatives yesterday for the way he cared for her over some years. Their defence of the doctor, whom they refused to name, coincided with a statement by the Leicester Family Practitioner Committee that it will take no action because Mrs Agnes Tomblin was a private patient.

Mrs Tomblin, of Shirley Road, Leicester, was noticed still breathing at the undertaker's chapel of rest after being certified dead on Monday. She was taken to Leicester Royal Infirmary where her condition remains critical.

Karpov levels series

From Raymond Keene, Chess Correspondent, Seville

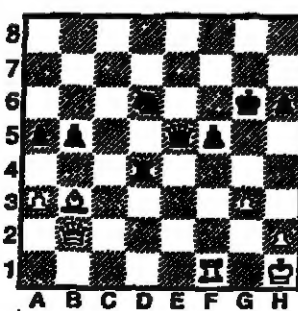
Gary Kasparov, the world chess champion, resigned overnight the hopeless position he held in the adjourned sixteenth game of his title defence against Anatoly Karpov. Kasparov's sealed move had been 41Q2.

In the final position, Karpov, playing Black, dominated the centre of the board and faced a choice of trying to attack the exposed white king or advancing his pawns on the queen's wing where black had one pawn more.

His outstanding play in this game has resulted in the match being levelled; both players have eight points.

However, it is a striking feature of the championship that the normally advantageous white pieces are experiencing enormous difficulties.

On Monday, the champion sealed his forty-first move after considering the position for 20 minutes, which indicated the severe problems he faced.



Building society boosts rented homes

By Christopher Warman Property Correspondent

A £600 million scheme to fund a revival in private rented housing in cities in England and Scotland was launched yesterday by the Nationwide Anglia Building Society.

The announcement was timed to follow the publication of the Government's housing Bill last week, which emphasizes its commitment to the private rented market.

The society will provide the money in the next five years to finance Quality Street, a joint

venture company with Mr Paul Mugnai, who resigned recently after five years as director of housing at Glasgow District Council.

The intention is for the company to own and manage 40,000 homes by 1992 in Glasgow, Edinburgh, Dundee, London, Newcastle and Liverpool, producing 19,000 lets each year with a market share of about 5 per cent in all the conurbations except London, where it will be about 1 per cent.

The scheme will also create some 13,000 jobs, mostly in

the construction industry but some on improvements and maintenance.

The new company is expected to be based in Glasgow, where work will be concentrated in the first two years, largely because of Glasgow's recent housing revival and because Mr Mugnai knows its market.

"The Department of the Environment are very supportive and we have had discussions with ministers. We now need the Treasury to agree", he said.

Mr Tony Stoughton-Harris, Mr Melville-Ross's deputy at

the society, and current chairman of the Building Societies Association, said he believed that the initiative would put the credibility back into rented housing, and he felt sure that other societies would follow the lead. There will be four basic sorts of property: luxurious, city centre flats; quality homes in family neighbourhoods; homes in partnership with local authorities and flats in city centres available on weekly tenures for those on the move; conference delegates and holidaymakers.

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'Charter for leaks' fear on spy book publication

By Frances Gibb, Legal Affairs Correspondent

Publication of *Spycatcher* in this country would be seen as a "leaker's charter" and prompt further disclosures both by its author, Mr Peter Wright, and from other disaffected members of the security services, Sir Robert Armstrong, the Cabinet Secretary, told the High Court yesterday.

If unrestrained, Mr Wright, a former MI5 officer, would "continue to make further disclosures in breach of the duty he owes to the crown", Sir Robert said. There had even been press reports of plans to make a film of the book, he added.

Sir Robert also said that publication would "fuel frustration" felt by loyal members of the security services and could prompt them to make disclosures about their own work in response.

Sir Robert was giving evidence for the crown on the second day of proceedings brought by Sir Patrick Mayhew, Attorney General, to stop publication of *Spycatcher* in this country.

The Attorney General is seeking before Mr Justice Scott to have the temporary ban now in force against *The Guardian*, *Observer* and *The Sunday Times* and other newspapers made permanent; and to limit the damage he maintains has so far resulted from publication in other countries.

Sir Robert, outlining what he described as the damage already done, said yesterday that since publication of *Spycatcher* abroad, the security services had told him there were cases where individuals helping the service had expressed concerns at the risk of exposure of their work for the service.

"One example was a person who was worried about the risk of physical danger to himself", he said.

He said that publishers might be encouraged to publish material of that kind if the United Kingdom market was available to them; and proceedings would be more likely, with members or former members of the security services using if the contents of books became widely disseminated. That would mean further demands for documents and disclosures.

Public debate would also intensify pressure on members of the security services and in their daily lives they would be at increased risk of being identified and having to deal with questions and comments from family, friends and the media.

It was the government view, Sir Robert said, that if the security service was to operate with full effectiveness, it had to be able to do so in secret.

There was a link between that effectiveness and the morale of its members, and if they perceived that the Government's efforts to stop publication were "unavailing" that would be an "immediate blow" to the morale of those members.

Among other consequences was that friendly countries would have their confidence diminished in the ability of the British security service to protect information given to it; and a danger that sources of information and help from individuals would dry up.

Under cross-examination by Mr Charles Gray, QC, for *The Guardian* and *Observer*, Sir Robert was asked what steps the Government had taken to introduce contractual obligations on security service staff along American lines, so that they would have to submit work they wanted to publish for approval.

Sir Robert said that no such steps had been taken, nor were any planned.

The hearing continues today.

Royal test for wheelchair



The Prince of Wales trying out a powered wheelchair during a visit yesterday to the Disabled Living Foundation in Harrow Road, Maida Hill, west London. He is president of the Prince of Wales's Advisory Group on Disability.

Prince in sea pollution plea

By John Young

The Prince of Wales called yesterday for urgent action to control North Sea pollution and for an end to recrimination about who was responsible.

In an implicit criticism of British reluctance to end the dumping of sewage and industrial waste, the Prince welcomed the precautionary line which other European countries had advocated. This would comprise legislation to prevent pollution at source rather than, as Britain has

advocated, simply continue to monitor water quality.

Opening an inter-governmental conference in London, the Prince said it was right to cut the input of dangerous substances, such as heavy metals and organic chemicals and to develop a common system of measuring pollution.

During the past century the North Sea had been made into a rubbish dump and the effluents poured heedlessly into its waters were a threat to

its delicate ecological balance.

The Prince of Wales said: "Some argue that we do not have enough proof of danger to justify stricter controls on dumping or to warrant the extra expenditure involved. They say that we must wait for science to provide that proof."

"If science has taught us anything, however, it is that the environment is full of uncertainty. It makes no sense to test it to destruction. While we wait for the doctor's diagnosis the patient may die."

Union rejects terms as ITV disputes escalate

By Roland Rudd

A dispute over manning levels in two independent television companies escalated yesterday after the trade unions refused to give unconditional assurances that there would be no more industrial action.

Members of the Association of Cinematograph, Television and Allied Technicians were locked out of TV-am for the second day running.

Tyne Tees television has told 34 electricians, who originally went on strike over new shift arrangements, to go back to work by this afternoon or face dismissal.

TV-am said it was not prepared to allow the ACTA back to work and would not negotiate with its leaders until the union promised to end its disruption of the station's Christmas campaign.

Union members originally walked out because the company insisted on staffing the daily roadshow without a

production assistant and a director.

The union believes that the company is taking its lead from a meeting with the Government at 10 Downing Street when the Prime Minister criticized independent television as "the last bastion of restrictive practices in British industry".

She will initially host the two-hour compilation of music, news, interviews and reviews for a 13-week season.

The Prime Minister yesterday told MPs of her opposition to televising the Commons. Conservative opponents of Commons broadcasting predicted last night that her intervention would clinch the vote against letting in the cameras.

Curator warns collectors

Fake stamps

By Sarah Jane Checkland, Art Market Correspondent

A big collection of fake stamps has been traced to West Germany and destroyed after detective work by Mr Bob Schooley West, stamp curator at the British Library.

However the library has warned that many of the stamps, manufactured as reproductions but virtually indistinguishable from the originals, are still in circulation.

"We want to put people on their guard. Some of the material is accurate beyond belief and I'm sure at some stage they will be passed as genuine", Mr West said yesterday.

He said he did not know how many had been reproduced and sold, although "the number could be vast". It would depend on the number of variations and their condition, whether pristine, cancelled or even on envelopes.

Mr West is less concerned

about the most valuable stamps because, being rare, they will be quickly identifiable as forgeries. "It's the middle market I'm concerned about - the sort of things the man in the street might buy for £100 or £200."

In 1985 Mr West dealt with a routine request from a German to view a number of rare stamps from a range of countries, including Hawaii, Mauritius and Romania.

The man signed the library's copyright declaration, saying that they were for his private use only, and took 63 colour prints and monochrome. "It was £2,000 worth of photographic work. So large was the order we gave him a slight discount."

In March last year, Mr West saw an advertisement in *Gibbons Stamp Monthly*, the philately magazine, placed by PROPHILFORUM, a company advertising reproduc-

tions of rare and valuable stamps. "My mind started ticking. Then I looked at the address, saw it was Bremen and it all clicked."

It is normally against Gibbons policy to run advertisements for such material because they can be deceptive to the point of forgery. Mr West assumes the advertisement was a late booking and could not be checked in time.

He said he contacted Treasury solicitors who put him in touch with copyright solicitors based in Bremen, where he made two visits in the search for the company. "They obviously hoped we would go away. But eventually we gave them seven days notice, before taking them to court."

The company was forced to sign admissions of breach of copyright and agreed to pay the British Library's costs and to destroy the fake stock.

Women applying for quangos but more sought

By David Walker Public Administration Correspondent

The Whitehall body which compiles a list of the "good" and the "bad" for appointment to quangos and committees said yesterday there has been an encouraging increase in the number of women on its files.

However, the Public Appointments Unit said it is still seeking many more.

The unit yesterday followed up remarks made by the Prime Minister expressing her wish that there were more women in public life, by saying it would welcome any names submitted to it, addressed to the Cabinet Office, Horseguards Road, London SW1P 3AL.

Mrs Margaret Thatcher said on Monday that she sends back shortlists of candidates

for jobs unless they contain the name of at least one woman.

The appointments unit keeps a central list of all those who want to be considered for full or part-time assignments on official committees and the hundreds of public bodies answerable to Whitehall.

At present it has 1,500 women on its lists, 27 per cent of the total. The unit said that was up from 20 per cent in May.

Of people appointed to quangos, non-departmental public bodies, about 20 per cent, or 8,000, are women.

Whitehall has made efforts to make it easier for women in public life. Yet an official of the First Division Association, the senior Civil Servants' union, said that if Mrs Thatcher, who is ultimately responsible for the Civil Service, put as much

commitment into equal opportunities as she has into Whitehall's financial management initiative more progress could be made.

Miss Sue Corby, of the First Division Association, said the Civil Service lagged behind

private industry and local government in the number of part-time jobs it offered, part-time work often suiting women with families.

She said that fewer women were promoted in Whitehall than men.

Both the Queen and the Queen Mother are members of the Garter and the Thistle by virtue of their status, and Queen Juliana of the Netherlands and the Queen of Den-

mark are Extra Ladies of the Garter, an honorary membership reserved for foreign royalty.

Backingham Palace said yesterday that no new appointments to the orders, both in the gift of the sovereign, were envisaged.

Both the Queen and the Queen Mother are members of the Garter and the Thistle by virtue of their status, and Queen Juliana of the Netherlands and the Queen of Den-

mark are Extra Ladies of the Garter, an honorary membership reserved for foreign royalty.

No woman has been made an ordinary member since the order was founded by Edward III in 1348.

If a woman were appointed she would become a Lady of the Garter and styled, for example, Lady Joan Smith, L.G. The Garter would be worn on the arm.

Of Whitehall's top 663 positions, grades 1 to 3 for permanent, deputy and under-secretaries, 26 are occupied by women. In grades 4 to 7 of the 17,816 officials, 1,331 are women.

Leading article, page 15

Chivalry orders gain sex equality

By Alan Hamilton

prime minister of the century in January. The Order of the Garter has two vacancies.

Backingham Palace said yesterday that no new appointments to the orders, both in the gift of the sovereign, were envisaged.

Both the Queen and the Queen Mother are members of the Garter and the Thistle by virtue of their status, and Queen Juliana of the Netherlands and the Queen of Den-

Search nets two IRA escapers

By John Cooney

Two members of the IRA who escaped from Maze Prison were being questioned by Irish police last night as 7,000 members of the security forces continued to comb the Republic for illegal arms.

Unofficial police sources said that Dermot Finnucane and Paul Brennan, both Belfast Republicans, were arrested while hiding in a house in Granard, Co Longford.

Finnucane was among 38 prisoners who escaped from the Maze in September 1983. He had been serving an 18-year sentence for possessing arms which had been used against an Army patrol in 1981.

Brennan was jailed for 16 years in 1977 on charges of possessing a bomb.

Police also discovered two rifles and two handguns yesterday in a house in Rathfarnham, Dublin.

There were reports that two people had been detained in the town of Mullingar for questioning under the Offences Against the State Act.

Two of the 40 people arrested in dawn raids in Northern Ireland on Monday appeared in court in Belfast yesterday, charged with the illegal possession of six bullets.

They are Mr James McIlwee and his wife, Mary-Ellen, of Ardmonagh Gardens in West Belfast. They were remained in custody. The others arrested are still being questioned.

The search is the most extensive instance of cross-border co-operation since the signing of the Anglo-Irish agreement two years ago.

Police in Northern Ireland warned the public yesterday of an upsurge in sectarian violence since the Enniskillen bombing.

"It is imperative that everyone plays their part in defeating terrorism. The best way of doing that is to let the police know of your observations and suspicions. That way you can help save a life or avoid a traumatic experience for someone", a spokesman at RUC headquarters in Belfast said.

Computer centres to cost £22m

By Robert Matthews Technology Correspondent

Britain is to get a national "supercomputing" centre paid for by IBM, the multinational company.

IBM (UK) said yesterday that it would be setting up the centre as part of an initiative to establish at least five such supercomputing centres in Europe, all of them linked on a scale similar to the network already established in the United States.

According to Mr Brian Whitaker, the company's academic systems marketing manager, IBM Europe is providing about £22 million over the next two years for the setting up of the centres, with its subsidiaries putting up any extra funding.

The cost includes a parallel programme under which five universities with suitable IBM machines will be given software and hardware capable of turning them into supercomputers.

The location of the UK centre is likely to be announced in January, with a number of academic institutions, including Glasgow University and the Manchester Business School, being considered as possible hosts.

Mr Whitaker said that the aim was to make the centre similar to that at Cornell University in New York state, where the supercomputer supports the work of 1,300 researchers.

Britain already has more than 20 supercomputers in place, more than any other European country. However, the number of people trained to exploit their capabilities is still limited.

A revolutionary pocket telephone service costing far less than cellular radio but giving much higher quality is to be launched in Britain next year.

Yesterday, Ferranti announced that it is to enter the rapidly expanding portable communications market with the launch of the Zonophone, which uses digital technology to give clear reception even in a crowded office.

It is to manufacture and market the phone under a UK exclusive licence from Libera Developments, a joint venture company including Ferranti, Telephone Rentals and a number of institutional investors.

Shipping The Times overseas is free 60p. Canada \$2.75. Caribbean \$2.00. USA \$2.00. Australia \$2.00. New Zealand \$2.00. South Africa \$2.00. India \$2.00. Pakistan \$2.00. Sri Lanka \$2.00. Singapore \$2.00. Thailand \$2.00. Hong Kong \$2.00. Japan \$2.00. Korea \$2.00. Taiwan \$2.00. Philippines \$2.00. Malaysia \$2.00. Brunei \$2.00. Indonesia \$2.00. Vietnam \$2.00. Laos \$2.00. Cambodia \$2.00. Myanmar \$2.00. Bangladesh \$2.00. Nepal \$2.00. Bhutan \$2.00. Sri Lanka \$2.00. Maldives \$2.00. Seychelles \$2.00. Mauritius \$2.00. Reunion \$2.00. Madagascar \$2.00. Comoros \$2.00. Mayotte \$2.00. French Polynesia \$2.00. New Caledonia \$2.00. Wallis & Futuna \$2.00. French Southern Territories \$2.00. Overseas \$2.00.

Dawn child s

Doctors

NHS theat

Lawyer in court over 'threat'

Confederate

Dawn raid on estate after child sex ring allegations

By Ian Smith

Seventeen children aged between three and 15 were taken into care yesterday after an investigation into a suspected child sex and pornography ring allegedly organized by parents and friends.

Ten girls and seven boys are with foster parents after police and social workers spent a month in Compton, Cheshire, collecting evidence about what police believe was one of the biggest child abuse networks in Britain.

Detectives are questioning 18 men and women at three Cheshire police stations and charges are expected today.

Allegations about alleged widespread child sex abuse on a council estate in Compton, a small market town used as a country retreat by Manchester businessmen, were first made

in October to social workers, who passed the information to Cheshire police.

After a number of children and adults had been interviewed, the social services applied for and were granted place of safety orders by a magistrate on Monday.

Police and social workers arrived shortly after dawn yesterday on the council estate. A number of adults were taken into custody for questioning while children were moved or removed to foster homes.

Mr David Wakefield, social services director, said: "In the light of information placed before a magistrate, place of safety orders have been obtained in respect of the children whose welfare might be at risk."

"A team of experienced social workers, child care staff and foster parents are now caring for the children, pending further inquiries by social services and the police."

"The police and ourselves are working closely together and every effort is being made to avoid distress to the children."

Social services staff in Chester, who believe more alleged cases may come to light, are manning a helpline and awaiting calls from parents or children seeking assistance.

"Our only concern is in ensuring no child remains at risk and that immediate help and guidance is available to them and any parents worried that their son, daughter or both have been drawn into the

affair", a senior county council official said.

Mrs Judy Parry, founder of Manchester Childwatch, has also enlisted volunteers to run her organization's telephone.

"It takes enormous courage first to accept this sort of appalling abuse is taking place and then even more courage to confide in anyone", she said.

Police, who expect their inquiries to take some days, said they would welcome any information from the social services or Childwatch hot-lines.

The social services refused last night to comment on suggestions that they were alerted to the alleged offences by an envelope of obscene pictures sent to their office.

Cleveland inquiry

Doctors' accuser denies hypocrisy

By Peter Davenport

The doctor who made a scathing criticism of the two consultant paediatricians at the centre of the Cleveland child sexual abuse crisis was asked during cross-examination yesterday whether, in her own words, she had been guilty of "an outrageous sexual assault" in examining a boy aged four to reinforce her findings before giving evidence to the inquiry.

Dr Raine Roberts, a Manchester police surgeon and a consultant in child sexual abuse to the NSPCC, was called in by parents to carry out independent second opinions about their children.

In evidence submitted to the inquiry on Monday she said that the two consultants, Dr Marietta Higgs and Dr

Geoffrey Wyatt, had committed "outrageous sexual assaults" on children by their methods of examination.

Yesterday Mr Robert Nelson, QC, for the two Middlesbrough consultants, told Dr Roberts that her view of the whole affair was "malcoloured". She replied: "I hope not, I am trying to be impartial and objective."

Asked if her criticisms did not "look like a very hard and very personal attack", Dr Roberts replied: "I don't think it looks hard. It is a matter which had to be said."

Dr Roberts said the examination of the boy was part of a routine examination which Mr Nelson was trying to distort. She denied that she was being hypocritical.

Earlier Dr Roberts said that she believed that the medical technique at the centre of the inquiry, reflex anal dilatation, would prove to be of not much significance. In itself it was not a sign of sexual abuse.

Mr Michael Kirwan, for the Northern Regional Health Authority, asked: "If you have got it wrong then the results in a lot of cases in the courts would be distorted?"

Dr Roberts: "I agree and if I find out I have been wrong I will be very sad, very contrite and try harder the next time."

Dr Roberts said she had examined 35 children belonging to 18 Cleveland families. Yesterday she produced comments on 18 of them. She said all those old enough to under-

stand why they had been brought to see her denied they had been sexually abused.

Dr Roberts said she had found no evidence of anal abuse in any of the Cleveland children she had examined but had found confirmatory signs of sexual abuse in two cases and was prepared to consider it in two others.

With the evidence of Dr Higgs and Dr Roberts the inquiry has heard conflicting medical opinions of the diagnostic technique that is central to the way the issue developed. Today the Leeds consultants who pioneered the method, Dr Jane Wynne and Dr Christopher Hobbs, will give an audio-visual presentation.

35 years of mouse-trapping



Another night, another performance. But for Diana Marchmont, preparing to take her turn on stage as Mollie Ralston, tonight's entrance will be one of the most memorable of her life. It marks the thirty-fifth anniversary of *The Mousetrap* in London's West End (Lynda Murdin, Arts Correspondent, writes).

The Agatha Christie mystery first opened on November 25 at the Ambassadors Theatre and was transferred in 1974 to the neighbouring St Martin's Theatre. The play has been running longer than any other production in the world.

Since its early days, when it starred Sir Richard Attenborough and his wife, Sheila Sim, the play has been seen by more than seven million people and taken more than £13 million at the box office. *The Mousetrap* now has a new cast and new director every year; the latest take over on Monday.

(Photograph: Tim Bishop.)

Portfolio Gold—Early gift heralds a birthday

The only winner of *The Times* Portfolio Gold prize yesterday is Mr Leonard John Woodfine, of Chestnut Way, Godalming, Surrey. Mr Woodfine wins £8,000, double the usual amount as there were no other winners yesterday.

Mr Woodfine, who will be 65 in two weeks' time, worked before his retirement as a finance officer in the gas industry. He and his wife Iris have been reading *The Times* for "years and years and years" and have been playing Portfolio Gold since it started. They have one daughter and two small grandchildren.

"The win is a very welcome birthday present", Mr Woodfine said yesterday, adding that he was not yet sure about how to spend the prize. He said that most of it would probably be deposited in a building society as a nest-egg.

Portfolio Gold Cards can be obtained by sending a stamped, addressed envelope to:

Portfolio Gold,
The Times,
PO Box 40,
Blackburn
BB1 6AJ.



Mr Woodfine: Celebrating an early birthday gift.

NHS theatres under-used

By Martin Fletcher, Political Reporter

Hospital operating theatres are being used to half their capacity although there are huge waiting lists, the National Audit Office disclosed yesterday in a report.

The independent public watchdog said this meant that thousands of urgent operations were being unnecessarily delayed and that up to £40 million a year "was being wasted on running costs."

In five district health authorities which it examined in detail, the audit office concluded that an extra 11,000 operations a year could be performed if the theatres were fully used.

The report tells of inadequate forward planning on admissions, a lack of co-ordination between hospital departments, and a serious imbalance between staffing levels, bed availability and operating time.

The report also acknowledges that using the theatres at full capacity would cause health authorities severe budgetary problems.

Mr Robert Sheldon, chairman of the all-party commons public accounts committee, said senior Department of Health officials would be questioned soon on the report's "very serious" findings.

Mr Paddy Ross, chairman of the consultants' committee of the British Medical Association, said government underfunding of a "crumbling" sector was to blame and he said the situation was getting "dramatically worse."

The report cites figures of 29,000 urgent operations being delayed more than a month and 164,000 other operations more than a year, and criticizes the Department

of Health for failing to deal with the long-standing problem of under-used theatres.

It concludes: "Overall the problems of maximizing the use of operating theatres appear to the NAO to be so widespread and deep-rooted that they are unlikely to be overcome without concerted and centrally co-ordinated action aimed specifically at theatre utilization."

The audit office, which concentrated its investigation on the Bath, Northampton, Southampton, Thameside (Stokeport) and Wakefield health authorities, found that 28 per cent of available weekday theatre time was not scheduled for use, while 23 per cent was unused because operations had been cancelled.

National Audit Office: Use of Operating Theatres in the National Health Service (Stationery Office, £4.80).

Lawyer in court over 'threat'

A solicitor threatened to discredit a policeman unless the officer altered his evidence against a colleague accused of assault.

Mr Peter Lawson, of Little Hardthorne, near Blackpool, is accused of perverting the course of justice on two occasions by "frightening and intimidating" Sergeant Gordon Gibson. He denies the charge.

Liverpool Crown Court was told that Mr Lawson, acting for Police Constable David Nightingale, who was accused of assaulting two youths, twice threatened to disclose disreputable aspects of Sgt Gibson's private life. Sgt Gibson had witnessed the incident.

Mr Lawson first spoke to Sgt Gibson on February 24. On the second occasion, about a month later, Sgt Gibson secretly recorded their conversation.

The case continues today.

Test tube baby clinics merge to treat more

By Pearce Wright, Science Editor

Britain's two leading private "test tube" baby clinics and research centres are merging their resources. They hope to treat 2,500 infertile couples next year, an increase of 300 over the number they are treating separately.

The doctors hope by sharing the different techniques devised at each centre to improve the number of successful pregnancies.

Each attempt costs £1,500, but fewer than 40 per cent of embryos produced by artificial fertilization become implanted in the uterus. Only three out of four of those lead to successful pregnancies.

The new arrangement links the two pioneers, Mr Patrick Steptoe and Professor Robert Edwards, of Bourn Hall, Cambridge, with a team led by Dr Kamal Ahuja, at the Cromwell Hospital in London.

The Cambridge team perfected the method of *in vitro*

fertilization, IVF, or fertilizing an egg in a laboratory dish.

The team, working at the Cromwell with Dr Ahuja, who is also a research fellow at the Medical Research Council's Embryology Unit at Carshalton, south-west London, have concentrated on gamete intra-fallopian transfer, or GIFT, developed from work at the Royal Free Hospital.

Dr Ahuja said yesterday there were profound and important advances in research needed.

The joint research programme between Cambridge and London would concentrate on freezing of embryos and the fertilization of eggs that have been in deep freeze; understanding molecules of glyco-proteins which are essential in the establishment of a successful pregnancy; and in the methods of collecting eggs from mothers-to-be at the most appropriate moment.

Confederate bonds pay off

By Sarah Jane Checkland, Art Market Correspondent

American Civil War bonds issued on behalf of the Confederate Army, and rendered worthless when they lost, regained a proportion of their original value when they sold at Sotheby's in London yesterday for nearly double their estimate.

The 5,000 bonds, worth about US\$60 million when issued in the 1860s, were paid for originally by British and other Europeans who supported the Confederates. But when the American government refused to recognize the debt.

In London, the bonds were held by British trustees and survived floods and bombs until the sale room battle between nine bidders — five on the telephone and four in the room — saw them fall to Mr John Saunders, a Californian

SALEROOM

dealer, present on behalf of himself and Heritage Rare Coins of Dallas, Texas, for £352,000 (estimate £180,000).

Christie's London had varying success with its sale of Islamic and Indian art yesterday when 39 per cent failed to sell. Top price was for a fine Indian enamelled gold-mount.

Each hard and sheath, which fetched £37,400. Ninety-five per cent of European glass sold, with top prices including £3,960 for a pair of Staffordshire tea-caddies and £2,200 for an opaque-twist taper stick, both bought by Aspreys.

At Sotheby's Chinese ceramics and art sale in Hong Kong a record was achieved for a piece of Yuan porcelain

when a rare fourteenth century blue and white dish sold for HK\$7.5 million (£536,970).

At Sotheby's works of art sale in New York, where 87 per cent sold, high prices included that of US\$330,000 (£178,378) for an early seventeenth-century French bronze of a man carrying a child, and US\$121,000 for a sixteenth-century Paduan bronze warrior.

The Paris auction continued on Monday with Guy Lomder claiming it had scored a number of record prices. The first was for a Picasso engraving, "La Femme qui pleure", which sold for FF3.3 million. A Fernand Leger oil, "Le Garcon de cafe", fetched FF10 million francs, while Kees Van Dongen's "Les Trois Graces" sold for FF5.8 million francs.

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MINOLTA

November 24 1987

PARLIAMENT

Government to sell off Brel, MPs are told

British Rail Engineering Ltd (Brel), one of the main suppliers of railway rolling stock to British Rail, is to be privatized, Mr Paul Channon, Secretary of State for Transport, told the Commons in a statement.

He said that Brel had been extensively reorganized in the past few years and consisted of four main works: at Crewe, York and two at Derby. It concentrated on manufacture and heavy overhaul.

The board of British Rail had completed a review of options for the future of Brel and recommended that it should be offered for sale as soon as possible. He had given his approval to that.

"Great strides have been made by the Brel management and workforce towards commercial viability and competitive levels of productivity."

"But I believe that the business can best develop and flourish in the private sector."

"There will also have much greater freedom to diversify and compete for work outside the railway supply industry and, I hope, to create new employment opportunities."

Privatizing Brel would be good for the railway, good for the railway supply industry and good for Brel.

Changes stemming largely from the modernization of BR's locomotive and rolling stock fleets had reduced substantially the need for repairs.

The board planned to invite offers for all four main works together as a single business. The aim was to be ready to invite offers by next spring and to complete the sale as soon as possible after that.

The railways board and its merchant bank advisers would be in the lead in developing plans for the sale. His approval would be needed for the eventual sale.

The board proposed making separate arrangements for the sale of the Crewe foundry at Horwich, near Bolton. The aim would be to find a buyer to take

TRANSPORT

it over as going concern, probably some time next year.

Mr Robert Hughes, chief Opposition spokesman on transport, said that the statement confirmed the cynical manipulation and betrayal of the workforce of Brel.

Under this Government, it would have fallen from 35,000 to 7,500 by April next year. Brel sales had fallen from £668 million in 1979 to £430 million by April next year.

The only people who had paid the price of rationalization had been the 25,000 who had lost their jobs in a vain attempt to

entirely disagreed. There had been an enormous investment programme in British Rail of some £3 billion. About £1 billion was for rolling stock and locomotives for which Brel had an excellent opportunity to tender.

He was in no way cynically manipulating the workforce. This offered the best possibility of a secure future. No one could give a guarantee for ever more about the size of a particular industry.

Since BR had begun placing new orders competitively, Brel had obtained about 70 per cent of them.

Mrs Margaret Beckett (Derby South, Lab) said that the pattern of privatization was

opportunities which would be available to Brel with work for the Channel tunnel and the London Underground.

He said that he understood that the executive directors hoped to proceed with a bid that would include employee participation and if that succeeded he thought it would be welcome, but he could not express views on the merits of that until there were other bids. "But that is a possible opportunity."

Mr Tam Dalyell (Linlithgow, Lab) asked what protection there would be against a foreign buyer buying a workshop and then transferring the order book to a factory abroad.

Mr Channon said that he saw no reason to exclude overseas bids. Indeed, there would be strong commercial arguments for allowing them because it was important to see what was the best price available.

All the issues could be considered, and any question of a monopoly situation would be a matter for the Director General of Fair Trading.

Mr Michael Martin (Glasgow, Springburn, Lab) said that within weeks of the announcement about the closure of the Springburn workshops an American businessman telephoned him and the directors promising the creation of hundreds of jobs in the area. But Brel officials were convinced that the American was interested only in the land. What assurance could the minister give that the same would not be true in this case?

Mr Channon said that if a management buyout succeeded, Mr Martin's suggestions would be ill founded, and he was sure that would be true of any sale of which the Government approved.

Mr Kenneth Eastham (Manchester, Blackley, Lab) said that engineering workers involved in these enterprises believed that the Government had been in collusion with British Rail in sabotaging their future in prohibiting them from tendering for work.

Mr Channon said he could not imagine what conceivable motive BR or the Government could have to try to destroy the baby, David Barber, who had five times had an operation and had not yet had one.



Mr Paul Channon: No one can give a guarantee for ever about the size of a particular industry.

Operation for heart-case child likely to be carried out soon, says Thatcher

The Prime Minister told the Commons that the intensive care unit at the Birmingham Hospital where a baby was awaiting a heart operation had returned to full strength and it was now hoped that the operation would take place "very soon".

One Labour MP asked her, amid Conservative protests, whether she merely intended to attend the funeral and another asked whether, as a mother, she was happy with a Government that created conditions in which a baby had to apply six times for an operation and had not yet had one.

Mr Harry Barnes (North East Derbyshire, Lab) asked her to ensure Government action on the baby, David Barber, who had five times had an operation and has not yet had one.

PRIME MINISTER

action so that the operation takes place and a life is saved, or is it only her intention to attend the funeral?

Mrs Thatcher said that the hospital unit was back to full strength today and it was hoped that the operation would take place as soon as possible.

"There was a shortage of paediatric nurses. This is one reason we need to look at the pay of nurses structurally to see that such shortages are remedied."

Miss Alice Mahon (Halifax, Lab): As a mother, will she be happy with a Government which creates conditions in which a small baby six times has to apply for a life-saving operation and has not yet had one?

Mrs Thatcher: There has been an enormous increase of expenditure in the health service (Labour protest). They are short of paediatric nurses. We are trying to deal with the problem by looking at the pay of nurses on the basis that we need more. I understand that the unit is back to full strength and it is hoped that the operation will take place very soon.

Earlier, Mr David Nellist (Coventry South East, Lab) said during questions on health and social services that if babies died because their life-saving heart operations were cancelled, health ministers and the Prime Minister would not be able to pass it off as an accident because it would be murder.

He said that real cuts in health authority budgets had led in recent days to the cancellation of heart operations on babies as

young as 11 weeks old. Just over an hour ago they had heard that the parents of David Barber, aged six weeks, were refused permission in the High Court for an injunction to compel Birmingham health authority immediately to carry out a life-saving operation on the baby.

Mr Tony Newton, Minister for Health, said that the particular problem in these cases had been a shortage of intensive care nurses.

He was glad to say that he understood from the chairman of the West Midlands regional health authority, to whom he had spoken this morning, that there had been some improvement in the staffing position, in particular as a result of the return of some staff from illness, and that all the intensive care beds there were now open.

Select committee paper

'Babies with Aids' report to get speedy reply

The Government hopes to respond soon to the report by the House of Commons Select Committee on Social Services, which pointed out that it is not known how Aids was transmitted to babies, during pregnancy or new-born, and which recommended research to discover the extent of the problem.

Mr Tony Newton, Minister of Health, also told Miss Joan Lester (Eccles, Lab) during questions that the Government had no reports of any babies diagnosed with Aids at birth.

Since the beginning of 1985 there had been reports of 63 children born in the United Kingdom with antibodies to the human immunodeficiency virus HIV.

All had been born to mothers who were either infected with HIV, or were at high risk of infection.

"We do not know in how many of these children the HIV antibodies will persist. There may also have been other babies with HIV who have not been tested and reported."

He said later that North hospitals in the North-West Thames region were dealing with more than half the number of known Aids cases in England, that area had received extra allocations, and would be getting still more.

"I hope to announce shortly talks with some of the local authorities in relevant parts of London in the hope of making the appropriate help available to them as well."

Other points from health and social security questions include:

● Mrs Edwina Currie, Under Secretary of State for Health and Social Security, dismissed press reports about flu vaccine shortages as "scare stories".

Mr James Lamond (Oldham Central and Royton, Lab) had said that as long ago as early October constituents of his were turned away by their doctors and told that no flu vaccine was available. They were also told that they could put their names down for next year if they wished.

"It is obvious from press reports that this is widespread. This vaccination was preventive medicine at its best and it was a grave mistake to have allowed the supply of vaccine to dry up."

Mrs Currie said that, on the contrary, supplies of flu vaccine had increased substantially this year.

"I understand the scare stories in the press came after a press conference by an organization called The Influenza Monitoring and Information Bureau, which is run and funded by the

HEALTH

very companies that produce the vaccine.

"We have no evidence of any such epidemic or any such scare having any basis."

● The most recent, 1983, survey of occupational pension schemes showed that 11.1 million employees were members of such schemes, but the number had remained stubbornly around 30 per cent since 1979.

Mr Nicholas Scott, Minister for Social Security, said during Commons questions.

Mr Harry Bellingham (North West Norfolk, C) said that the Social Security Act, 1986, would provide greater independence and meant a social revolution on a par with the sale of council houses.

Mr Scott said that state benefits should be basic, but the more that people made their own provisions for occupational schemes, the better they would be able to enjoy their retirement.

● Terrified women suffering from breast cancer were having life-saving operations postponed four or five times, Mrs Joan Radcliffe (Leamington, Lab) said at question time. What did the Minister for Health have to say to them, she asked.

She failed to understand why regional and district health authorities were all having to discuss how to meet the cuts that the Government was imposing.

What did he have to say about the findings of the medical committee of the South-East Thames Regional Health Authority, that it was not unusual for breast surgery to be cancelled four or five times?

What had he got to say to those terrified women whose lives depended on swift and effective surgery who were being treated in that disgraceful way in order to meet Government financial guidelines?

Mr Newton, Minister for Health, said that there were no plans for cash reductions to the four Thames health authorities.

The overall cash increase projected for the next three years was about 15 per cent. Health authority allocations for 1988-89 would be announced shortly.

The Government had made quite clear its plans for the further development of breast cancer screening services.

Additional money had been made available to Thames regions last year under the heading of RAWP (Resource Allocation Working Party), bridging

funds and further allocations under that heading would be announced shortly.

Mr Tony Banks (Newham North West, Lab) asked if Mr Newton would be prepared to meet a delegation of doctors and nurses from St Thomas's Hospital, across the River Thames from Parliament, where 137 beds had been closed.

That hospital served the needs of those MPs who had not made private arrangements.

If they were all to have a heart attack in the same massage parlour, there would be great strain on the health services, particularly at St Thomas's where the demand would not be enough beds.

Mr Newton said that he had discussed some of these problems last week at a meeting with one of the consultants at the hospital.

Mr Robin Squire (Hornchurch, C) said that, despite this, welcome news about additional increases in money for the regions, somehow or other, in many districts there still seemed to be just as much difficulty as there ever was.

Mr Newton replied that the Government was reviewing RAWP at the national level and was discussing with the regions the operation of their allocation policies at sub-regional levels.

Nurses' poll tax angers Kinnock

Mr Neil Kinnock, Leader of the Opposition, called on the Prime Minister during question time in the Commons to explain the precise justification for making nurses in residential homes liable for the whole of poll tax.

Mrs Thatcher replied that nurses in residential homes would have the same treatment on community charge as other people. Those on low pay would get up to 80 per cent rebate.

Mr Kinnock: Is she making a new announcement that low wages like those of nurses will be enough to qualify people for the full 80 per cent reduction in poll tax liability?

Mrs Thatcher: No. What I am saying is that student nurses receive more than those at universities on student grants and that is the reason for the difference. He tries to masquerade as being on the side of the nurses (Opposition protests).

The Opposition can hardly claim to be the nurses' friend. They cut nurses' pay in real terms three years running and in 1976-77 by 10 per cent.

Under this Government, the pay of nurses has gone up by 33 per cent in real terms (Conservative cheers).

Mr Kinnock: If the Prime Minister is concerned now

about the economic condition of nurses, will she instruct the Secretary of State for Social Services (Mr John Moore) not to withhold the night-time and weekend payments from nurses and instruct the Secretary of State for the Environment (Mr Nicholas Ridley) not to impose a poll tax obligation on people who currently have little or no rates obligation?

Mrs Thatcher: No. The proposals go to the review body for nurses, set up by this Government and which nurses did not have under previous governments. It is necessary to have a look at it structurally.

Earlier, Dr Michael Clark (Rochford, C) said that the North-East Thames regional health authority had decided to build a new cancer treatment unit on the eastern outskirts of London and close the cancer treatment unit at Southend. That would mean long journeys for his constituents and others.

Would the Prime Minister prevail upon Mr Moore to review this decision and spend some of the money at Southend?

Mrs Thatcher said that she was aware of the regional health authority's decision, which would now go to the Secretary of State. He would be looking very carefully at the proposals.

'We will not contact the IRA'

Mrs Thatcher was cheered when she said that the IRA was working against citizens, against democracy and against all innocent people, in reply to Mr Ken Livingstone (Glasgow East, Lab).

He had countered criticism about his comments on the IRA by asking her for an assurance that there had been "no further contacts" between her M15 and M16 intelligence services.

Conservative MPs hissed when Mr Livingstone was called.

He asked her to explain "how she equates her view that there should be no negotiations with the IRA, with her membership of a previous Conservative Government in which Lord Whitelaw met and negotiated with the IRA."

"Can she assure us that there have been no further contacts between the IRA and members of her own intelligence services, M15 and M16, in the past eight years?"

Mrs Thatcher: The policy of this Government since 1979 has been that we do not have contacts with the IRA at ministerial level nor with other terrorist organizations.

Earlier, Sir Fergus Mountbatten (Aldershot and Sale, C) had asked the Prime Minister to seek a meeting with Mr Kinnock, Leader of the Opposition, on Privy Council terms, to ensure that the Opposition withdrew all support from Mr Livingstone.

Mrs Thatcher: No. I will not seek a meeting with the Leader of the Opposition.

Most of us believe that no one in this House should have talks with the IRA (Conservative cheers).

Self-defence for police

The police must have the full means of proper self-defence, Mrs Thatcher said during question time.

She was responding to Mr James Spence (West Dargate, C), who said that "the criminals carried firearms and were prepared to use them, they must be prepared to see that sort of force exercised against them by those in authority."

TV opposed

Television, the proceedings of the House of Commons would not, the Prime Minister thought, enhance its reputation. That, she told Mr Tony Banks (Newham North West, Lab), was why she was opposed to it.

Parliament today

Commons (2.30): Questions; Trade and Industry; Urban Development Corporation (Financial Limits) Bill; Science and Technology Bill; remaining stages; Motion on Food Protection (Emergency Prohibitions) (England) Order. Lords (2.30): Debates on privatization and competition and on alcohol abuse.

Hurd accused of gun law neglect

By Nicholas Wood
Political Correspondent
Labour intensified its attack on the Government over gun laws last night by accusing it of neglecting to tighten controls on firearms and shotguns.

Mr Roy Hattersley's comments came after *The Times* disclosed that Mr Douglas Hurd, the Home Secretary, is to publish proposals in a White Paper next week with a Bill put forward for second reading in the Commons after Christmas.

Seizing on the fatal shootings of two armed men by the police this week, Mr Hattersley, shadow Home Secretary, said that Mr Hurd had wasted too much time negotiating with the gun lobby. He should produce his Bill at once.

"I welcome the decision by the Home Secretary to introduce legislation to tighten control. But his reluctance to act with speed is inexcusable. I expect urgency and I believe that the police and the country expect it too," Mr Hattersley told his constituency party in Sparkbrook, Birmingham.

"Of course, increased controls over the ownership and use of guns will not, in itself, stop criminals arming themselves, but the tighter the law on gun control, the more difficult it must be to get hold of firearms."

Mr Hattersley also warned Mr Hurd that Labour will scrutinize his proposals closely and seek to tighten them further if he does not compel licence applicants to



Mr Hattersley: Minister's reluctance "inexcusable".

show good cause for possessing a gun.

The Labour Party will be looking for a clause which places the strictest onus of proof of need on those who apply for a shotgun or firearms certificate.

His intention was to ensure that all guns were held for a specific and necessary purpose in contrast to the present relatively casual attitudes towards their ownership.

Jobs Bill concession ruled out

By Martin Fletcher
Political Reporter

The Government firmly ruled out yesterday any concessions on the so-called "scab" clause in its Employment Bill, despite growing hostility from even its own supporters.

At a conference last weekend the Conservative Trade Unionists organization overwhelmingly rejected a clause in the Bill which protects a union member who refuses to join industrial action endorsed by a majority ballot, saying it was "extremely stupid and damaging".

Similar criticisms have been levelled by various employers' groups and members of the CBI.

However, Mr John Cope, Minister for Employment, used yesterday's committee stage of the Bill to reject the Conservative Trade Unionists' case. It views were carefully considered, he said, "but we do make our own decisions."

He said the CBI's position was "not clear cut" and referred to a recent CBI letter in *The Times* which was "far from being an out-and-out condemnation".

Ministers have argued that union members can jeopardize their own jobs by taking part in ballot-endorsed industrial action and that, without the clause, they would not have the option of returning to work if the strike was continuing but the grounds for the dispute had materially altered.

Prosecution's right to object to jurors will be restricted, minister promises

The following report of the peers' consideration of the Criminal Justice Bill appeared in later editions of this newspaper yesterday.

Prosecuting counsel will be instructed to use their right to object to jurors only where there is agreement of the defence or, in matters involving terrorism or national security, with the personal approval of the Attorney General, the Earl of Caithness, Minister of State, Home Office, announced in the House of Lords.

He said that the Attorney General's guidelines to Crown counsel would be revised, with the result that in only a tiny number of cases would they be allowed to exercise their right to require jurors to "stand by".

The announcement came during the third day of the report stage on the Bill when a group of Alliance, Labour and Independent peers opposed an amendment abolishing the prosecution's right to stand-by jurors.

It resulted in Lord Wigoder (L) withdrawing the amendment, although he said that peers would reflect on the Earl of Caithness's words. At committee stage the House of Lords had voted to abolish peremptory challenge, the right for the defence to object to a juror without giving a reason.

Lord Wigoder, moving the amendment, said that the Royal Commission had agreed that if peremptory challenge were abolished, the prosecu-

tion's right to stand-by jurors should equally be removed.

Prosecution and defence should be in exactly the same position.

Lord Havers (C), former Lord Chancellor, said that in nearly 40 years at the Bar he had never known stand-by to be used for improper purposes. Earlier this year, when he was Attorney General, he had drawn up guidelines for Crown counsel on the use of stand-by and there was no reason to believe that they would be disregarded.

Supporting the amendment, Lord Simon of Glaisdale (Ind) said that peers had taken away a right of peremptory challenge by the defence, but it would be said that we were manifestly unjust not to abolish the prosecution's right to stand-by.

Lord Hutchinson of Lillingston (SDP) said that there were cases where the defence knew something about a potential juror that would prejudice the trial. For example, a juror could be a police informer; or a businessman who worked for the intelligence services; or a member of an anti-Semitic or anti-Arab body; or be having a homosexual affair with a top civil servant; or be the mistress of a serving soldier. All these instances had cropped up during official secrets trials that he had been involved in.

Lord Hailsham of St Marylebone, former Lord Chancellor, said that there had been overwhelming evidence that the

HOUSE OF LORDS

right to peremptory challenge had been abused while there was no similar evidence over the use of stand-by.

For the Opposition, Lord Elwyn-Jones, also a former Lord Chancellor, said that if the outcome of the debate was that peremptory challenge for the defence was abolished, but nevertheless the right of the prosecution to stand-by jurors were retained, there would be a public sense that fairness had gone out of the doors of the House of Lords.

The Earl of Caithness said that a survey by the Crown

Prosecution Service disclosed that peremptory challenge was used in 20 per cent of single-defendant trials, in almost one-third of multi-defendant trials and in 45 per cent of multi-defendant trials in inner London. The prosecution's right to stand-by was used in only 4 or 5 per cent of cases.

Lord Wigoder replied that he was pleased that the Government recognized the strength of feeling in the House and had come forward with significant concessions.

"What primarily concerns me is a determination firstly that our criminal trials are not only to be fair but appear to be fair, and, secondly, the determination that we should show that the House of Lords is capable of being fair in holding a proper balance between the prosecution and the defence."

● Later Lord Paget of Northampton (Lab) moved an amendment, later rejected, to allow swords to be carried for self-defence. He cited the recent case where a man was charged after he used his sword-stick to ward off a mugger.

The Earl of Caithness said that the amendment would undermine the purpose of the Government's new clause to restrict the carrying of knives. It would weaken the law and make it possible for the first time for a person to carry a weapon in self-defence. That would please the hoodlums and muggers who might escape prosecution and conviction.

Survey of long-term jobless

Young people still believe they will find employment

By John Spicer, Employment Affairs Correspondent

Unemployed young women feel more angry, cheated and isolated than young men over their inability to find a job, according to a survey of the social effects of long-term unemployment among the young.

A report of the survey by the independent Policy Studies Institute says both young men and women tend to vent their anger on individuals rather than society.

Parents provide financial support but that means their children remain dependent for longer, placing considerable strains on the family.

In spite of the anger, frustration and feeling of isolation, researchers found that young unemployed people show a remarkable resilience and optimism for the future and many believe they will get a job.

"Many look forward with hope. For them life cannot really get any worse. It can only improve", the authors say.

Until now, research on youth unemployment has concentrated on jobs and training but three research studies in different parts of the country

and published in one document by the institute, give an insight into the wider consequences of unemployment for the young.

Miss Susan McRae, one of the researchers, said there was widespread acceptance among men and women that "you only get what you earn". As a result, there was little apparent rancour about inadequate financial resources.

Part of her research investigated the question raised by the fact that 40 per cent of young women questioned said that unemployment left them both angry and isolated, although they did not engage in social protest.

She found in general that men and women did not have views about their unemployment threatening the social order. "If anything", Miss McRae says, "they are quite conservative in their views and generally accept the dominant mores of British society".

She continues: "Feelings of anger among these unemployed young men and women, when acknowledged to exist, are most often directed at objects of psychologically manageable proportions:

other people in particular. Anger against the State for not providing jobs, based on a perceived right to work, is either missing or seen to be a waste of time.

"Rather than unemployment creating a pool of hostile young people desirous of overthrowing society, what it seems to be creating is an ever-larger pool of unhappy young people waiting their turn to join society."

Miss McRae says that potential employers who failed to reply to job applications and people working in benefit offices were often the butt of the unemployed person's anger and frustration.

Two researchers from Swansea University found many cases of stress and conflict within the families of young unemployed people. Money was the main problem.

The third study dealt with young couples thinking of setting up house together.

Young people in irregular employment were less likely to form stable relationships and, if they did, went into different types of housing than young people with secure jobs.

Young people in long-term unemployment became increasingly dependent on parents.

"The ideal of a normal transition from school to work and from dependence to independence is, for these young people, breaking down and they are becoming increasingly dependent on both the State and the family."

Dr Michael White, who co-ordinated the projects for the institute, said: "I would not want the research findings to appear that we were talking about the lost generation with no hope at all. In fact, we found that young people today are continuing the struggle into adulthood and learning how to manage in very tough conditions.

"It is encouraging to find that despite all the difficulties, young people assume they will get work. It would have been far more worrying if we had found that they were opting out."

"Because of this attitude, I think there is still time for something to be done". The Social World of the Young Unemployed (Policy Studies Institute, 100 Park Village East, London NW1 3SR; £4.95).

A new chapter begins at 72



A late learner, Mrs Violet Howard, aged 72, photographed with Mr Douglas Randall, who taught her to read and write five years ago, put her new skills to good use.

Mrs Howard, a Grimsby fisherman's daughter, wrote an autobiography, *A Shattered Mirror*, published this week by Bradford Literary Group to coincide with the West Yorkshire city's education week. Mr Randall

is a tutor with the group. "Violet must be one of the most successful people to have been involved in Bradford Literacy Group", Mr Richard Knight, director of Bradford education services, said.

"She had the courage to ask for help, and revealed a great wealth of natural skills just waiting to get out. There must be thousands of other people with similar potential."

Policeman is jailed for soccer assault

A policeman who kicked an officer in the head during a police "friendly" football match was jailed for six months yesterday at Southwark Crown Court, south London.

Police Constable Malcolm Nutt kicked Police Constable Gary Barnett so hard in the head during the match between the police teams that he had the first epileptic fit of his life.

As Constable Barnett lay on the ground he was kicked in the stomach by one officer and then Nutt ran up and kicked him in the head.

Constable Barnett was said to suffer still from headaches as a result of the attack during the match between Tooting and Wandsworth police stations on November 13 last year.

Nutt was found guilty of causing grievous bodily harm and jailed for 18 months with 12 months suspended and his Wandsworth team mate Police Constable Paul O'Sullivan was given a suspended sentence and ordered to pay £500 costs for common assault.

Jailing Nutt, Judge Laurie said: "You came within an ace of an awful and awesome tragedy on the pitch. This was not sport."

'Financial torture' of restaurant bills

By Robin Young

Eating out has become "an uncomfortable form of financial torture", according to the 1988 edition of the *Good Food Guide*, published today.

Leading restaurants have applied huge price rises and dinners at £50 a head, without any real extravaganzas, are no longer unusual. Mr Drew Smith, the editor, writes in the guide's foreword.

Inflation in London restaurants on the international circuit is rampant. Mr Smith claims, citing price increases in the past year of 21 per cent at the Japanese restaurant, Suntory; 20 per cent at the Savoy; and 30 per cent at Claridge's, the Berkeley and the May Fair hotels.

"In some establishments the increase is even higher", Mr Smith says. "Even ethnic restaurants are not exempt. Peking Chinese restaurants now serve such ludicrously

small portions that they make the early days of *nouvelle cuisine* seem generous."

This year's most disturbing development, Mr Smith says, has been an increasingly irresponsible attitude to customers' money.

Unitemized bills, which make it impossible to see how much was charged for each item and to check the arithmetic, are on the increase.

Mr Smith says he intends to campaign for service to be included in all restaurant prices, as in France.

Three restaurants qualify for the highest rating the guide has yet awarded: 18 out of 20. They are: Le Manoir aux Quat Saisons at Great Milton, Oxfordshire, and Le Gavroche and Tante Claire in London. *The Good Food Guide 1988* (Consumers' Association and Hodder & Stoughton: £10.95).

Lawyers draw more complaints

By Frances Gibb
Legal Affairs
Correspondent

The number of complaints about solicitors' shoddy work will increase as the public becomes more aware of the powers the Solicitors' Complaints Bureau has to deal with them, Miss Jean Horsham, chairman of the lay-dominated investigations committee which examines the way complaints are handled, said yesterday.

Of the 20,000 complaints or inquiries made in a year, about 600 allege shoddy work by solicitors.

Miss Horsham said few complaints "reveal villainy" but are about inefficiency, such as failing to answer letters or failing to communicate properly.

Mr Peter Thompson, the bureau's director, added that there were plans to regionalize it so that people could have complaints dealt with locally, perhaps over the telephone if they were minor.

A ballot of all barristers has endorsed the Bar's recommendation to allow barristers greater advertising freedom, in line with solicitors. Of 1,563 votes cast, 1,030 favoured more advertising.

Solicitor fined for contempt

A country solicitor and his managing clerk were each fined £2,000 yesterday after a High Court judge found them guilty of "flagrant" contempt of court by issuing "threats which bore all the marks of blackmail" during their handling of a legal dispute.

Mr Justice Kenneth Jones also ordered the solicitor, Mr Michael Lovesay, of Seaford, East Sussex, and his managing clerk, Mr Alfred George Randall, of Bishopstone, near Seaford, to pay the cost of the contempt proceedings brought by Mr Raymond Hamilton.

The court had been told that Mr Lovesay and Mr Randall were representing Mrs Ann Joyce Hamilton, Mr Hamilton's former wife, in a dispute involving a company of which they were formerly co-directors.

Both Mr Lovesay and Mr Randall had denied contempt. The judge said that the clerk wrote to Mr Hamilton's solicitors threatening to disclose allegations of fraud and dishonesty, involving Mr Hamilton, to the police unless he paid his former wife £130,000 and dropped his claims in the pending court action.

The judge said the solicitor must take responsibility for his clerk's actions.

Call for fresh look at education Bill

The British Council of Churches urged the Government yesterday to delay its educational legislation and to reconsider its proposals for reform.

A resolution passed at the council's autumn assembly in London emphasized that educational reform should "restore and enhance the concept of educational provision as a genuine partnership between central and local government, parents and teachers".

The resolution, passed with only one dissenting vote and one abstention, began by welcoming the Government's expressed intention of raising educational standards overall and involving parents more thoroughly in the process.

Then came the criticism. The council was concerned about the proposed approach to the curriculum and its assessment, and about the reduction of the role of local

authorities and the increased powers to be given to secretaries of state.

It urged the Government to avoid "proposals which will be divisive in community life" and to ensure that education was seen "not as a privilege determined by a variety of choices but as the right of every child".

The Archbishop of York, Dr John Habgood, warned the assembly, however, against being too dismissive of the Government's proposals.

Wholehearted support for the Government's initiative came from Prebendary John Pearce, whose present parish is in Chelsea but who worked for more than 20 years in the east end of London.

"Let the poor control their own lives, and let the children of the disadvantaged at last have the opportunity to reach their full potential", he said.

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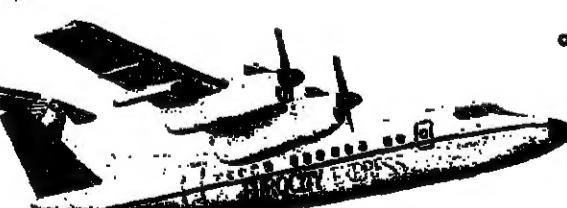


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WORLD SUMMARY

Britons arrested in kidnap case

Malaga (AFP) — Spanish police say they have arrested four Britons and a Czechoslovak in connection with the kidnapping of an Englishman from his home on the Costa del Sol. Mr William Last, aged 35, from Woodbridge, was abducted on November 8 in Benalmadena by a group who allegedly tortured him and forced him to sign a cheque for 40 million pesetas (£200,000).

The Britons held were identified as Mr James Oakde, aged 45, Mr Timothy Garrad, aged 27, Mr Denis Manning, aged 26 and Mandy Robinson, aged 26. They were arrested last week at the resorts of Marbella and Fuengirola after Mr Last had been released by his captors.

MADRID — A house in the country near the Spanish capital was probably where the kidnapers of Melodie Nakachian, the five-year-old daughter of Princess Kimeria, the South Korean singer, and Mr Raymond Nakachian, a Lebanese businessman, held their final meeting before leaving for the Costa del Sol to put their plan into action, police sources said here yesterday (Harry Debelius writes).

Britain's TV prizes Surinam election

New York — Britain's *Alas Smith and Jones*, *The Squire of Islam*, *Porterhouse Blue*, and *The Belle of Amherst* won four out of the five Emmy awards for foreign television productions from the American Academy of Television Arts and Sciences (Charles Bremner writes).

The only Emmy not taken by Britain was in the children's category, which went to a controversial Canadian show, *Degrassi Junior High*. The programme deals so explicitly with sexual issues that one episode was banned by the BBC. Mr Jeremy Isaacs, who joined Channel 4 as chief executive in 1981 after a long career as a programme-maker and executive with the BBC and ITV was given a "special directorate" award.

Missionaries can stay

Nairobi — Nine foreign missionaries ordered to leave Kenya by tonight have been told they can stay (Alastair Matheson writes). No official explanation was given for the Government's last-minute cancellation of the deportations.

The group — eight Americans and one Canadian — said they were very happy with the decision, but called the allegations against them "crazy". They had been given a week to leave after newspapers alleged a plot, supposedly backed by the Ku Klux Klan, to destabilize Kenya and other African governments unfriendly towards South Africa.

Lesotho poll plea Tactical candidate

Maseru (AP) — Three politicians from different banned parties have appealed to the Lesotho High Court to restore the Constitution, which remains suspended despite a 1986 coup by a military council.

The military council, headed by Major-General Justin Lekhanya, seized power in a bloodless coup in January 1986, overthrowing the Government of the Prime Minister, Chief Lesabus Jonathan and restoring the executive and legislative power of King Moshoeshoe II. But it has failed to restore democracy.

Cash offer to virgins

New York (AP) — Mr John Napoleon LaCorte (left) is offering \$1,000 (£560) to teenage girls to retain their virginity until the age of 19. Mr LaCorte, aged 78, wants to curb premarital sex and said yesterday: "You wouldn't believe the response." The girls must agree to a medical test when they reach 19. The offer has also attracted the criticism of some groups which have dismissed it as "misguided".

Zimbabwe court hearing

Woman convicted of spying on ANC

From Jan Raath, Harare

A young white South African fine-arts graduate faces a lengthy jail sentence after her defiant courtroom testimony yesterday affirming her spying activities here against the African National Congress.

Miss Odile Eone Harrington, aged 27, stood with her arms folded in the dock of the High Court in Harare and with conviction belying her fresh-faced prettiness, told the Judge President, Mr Wilson Sandura, that she regarded the ANC as "evil". She had carried out her spying mission because she considered it "my duty to my Government".

According to undisputed evidence in the first two days of her trial, Miss Harrington, the daughter of a Johannesburg doctor and a prominent South African artist, was recruited by South African security police and entered Zimbabwe as a refugee in October last year.

After two months in a refugee transit camp, she was sent to an ANC house in Harare where she lived with an ANC official.

She was caught in January after trying to persuade the policeman guarding her house — a protection provided after four previous South African attacks on the ANC here — to post a letter to South Africa for her. The envelope contained a photograph of an ANC official, names and addresses of others, diagrams

showing where they slept and their vehicle numbers. The court heard that she suffered "gross mistreatment" at the hands of Zimbabwe's Central Intelligence Organization and had to be treated in the clinic at the Chikurubi Central Prison.

Her defence counsel chose as her only defence the supposition that South Africa, which is Zimbabwe's main trading partner, could not be classed as an enemy of Zimbabwe and that she was therefore guilty of no offence. The Judge President rejected this defence yesterday. Under Zimbabwe's laws, she faces a maximum term of 14 years in jail.

In a separate series of incidents, the authorities are detaining, under state of emergency laws, another six people, including a British citizen and a Canadian. Zimbabwean customs officers allegedly found modern espionage equipment in the car of one of the detainees, Mr Ivor Harding, aged 55, as he was returning from a trip to South Africa.

In the wake of Mr Harding's arrest have followed those of his Zimbabwean son, Clive, aged 25, Mrs Patricia Brown, aged 53, a British subject, Mr Jack Lewis-Walker, aged 54, a British-born Zimbabwean civil servant, and two colleagues of Mr Harding, Mr Dick Laban, aged 50, a Canadian, and Mr Jeffrey Mee, aged 44, an Irish-born Zimbabwean citizen.

Investigators hunt for US Nazis in open UN war files

From Charles Bremner, New York

Investigators from the Justice Department have started combing thousands of newly opened UN files on war crimes, hoping they will find evidence to prosecute former Nazis now living in the United States.

The six investigators from the department's war crimes unit were the first to be allowed in when the records were released on Monday.

The names of more than 36,000 suspected criminals are contained in the microfilm files, which Nazi-hunters hope will provide new leads in their pursuit of ageing Nazis.

"Every minute delayed allows these people to escape justice and lead wonderful lives into old age," said Rabbi Marvin Hier of the Simon Wiesenthal Centre, which led the fight for the archives to be opened. "It is important that we get as many as we can before they die."

The 40-year-old files of the UN War Crimes Commission, to which access has long been severely restricted, are expected to detail Nazi and Japanese crimes, including the mass murders of Jews.

One New York newspaper said yesterday it had obtained access to a file detailing alleged atrocities against Greek Jews by Herr Alois Brunner, an aide to Adolf Eichmann, who is now living in Syria.

UN officials said they were concerned about the dangers of revelations of "unsubstantiated information and hearsay evidence" about suspected collaborators.

Mr Irv Rubin, chairman of the Jewish Defence League, yesterday pledged retribution for any former Nazis traced through the files. "Any found here will find us making their lives totally miserable — one hell of a migraine," he said.

The Justice Department has intensified efforts to trace and deport suspected war criminals. Five hundred cases are being prosecuted and three men were returned to Germany and the Soviet Union in the past year on evidence produced by the department.

The opening of the archives "is a major development," said Mr Neal Sher, the department spokesman. "Until now the office had to ask by name for any individual file it wanted. We are very hopeful that what we will find will aid in actual prosecutions and identify new cases in the United States."

The Wiesenthal Centre estimates that 10,000 Nazis and collaborators entered the US.

Access to the records became an issue after the disclosure last year that President Waldheim of Austria, then the UN Secretary-General, was named in a closed file that contained allegations about his activities while serving as a German officer in Greece.

UN debt crisis: The United States has promised to pay at least \$90 million (£50 million) of its \$359 million debts to the United Nations to help it stave off financial collapse.

Washington halted its annual contribution to show its displeasure over the UN's budget management.

Anguish at Cuban riot jail



A distraught relative of one of the Cuban prisoners demonstrating in Atlanta yesterday and refused to release their 100 or so hostages in response to an offer that could raise their chances of staying in the United States (Charles Bremner reports from New York). Police have refused to confirm reports that up to seven people died in the Atlanta riot on Monday. Only one death was confirmed.

Best-selling American author pays damages to murderer

From Ivor Davis, Los Angeles

In a case that has had a chilling effect among America's non-fiction writers, Joe McGinniss, the best-selling author, has agreed to pay a convicted murderer, Jeffrey Macdonald, \$325,000 (£181,000) to settle a \$15 million nuisance damage suit.

The story of Macdonald, who was convicted of the brutal murder of his pregnant wife and two young daughters, was told by Mr McGinniss in the book *Fatal Vision*, which was later turned into a successful TV mini-series.

Macdonald, who is in prison for life for the murders, did not sue Mr McGinniss for libel but for fraud. He claimed Mr McGinniss had pretended to write a book sympathetic to him to gain his co-operation. He also claimed Mr McGinniss owed him royalties he was supposed to be paid for his co-operation.

A three-month trial in Los Angeles ended in a mistrial in August when the jurors were deadlocked.

In Monday's settlement Mr McGinniss agreed to pay the money to the former army Green Beret doctor without admitting liability. The case has aroused widespread attention in the publishing industry because it sought to hold an author liable for breaching an implied contract to write a favourable book about his subject.

"I think the fact that the case even got to trial initially has an extremely chilling effect upon any non-fiction writer," Mr McGinniss's lawyer, Mr John Sturgeon, said after the settlement. "Once you have to defend yourself in a lengthy trial, they have punished you, win, lose or draw."

The writer is at the mercy of someone who has a lawyer that is willing to take on his case and has nothing else to do.

"Mr McGinniss is an author and a teacher and he can't really do either if he has to spend another three months in trial. We believe the book stands as a monument to good, thorough, accurate investigative reporting."

Mr McGinniss, author of *The Selling of the President*, *Heroes and Going to Extremes*, said he had hoped to write a book exonerating Macdonald but grew convinced, as the four years of research progressed, that his one-time friend had committed the murders.

CHRISTMAS MORNING



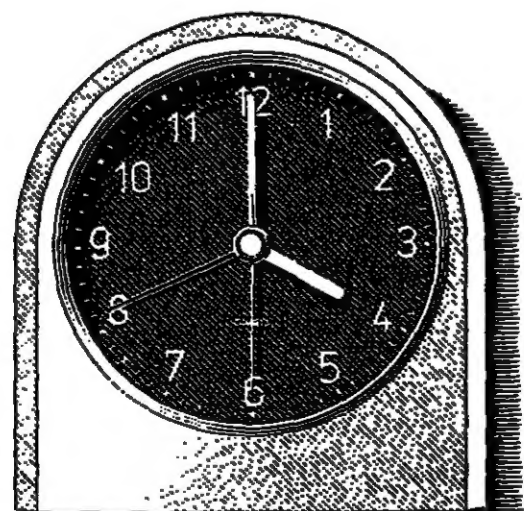
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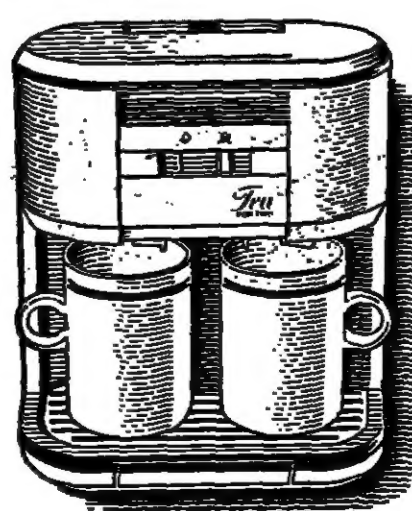
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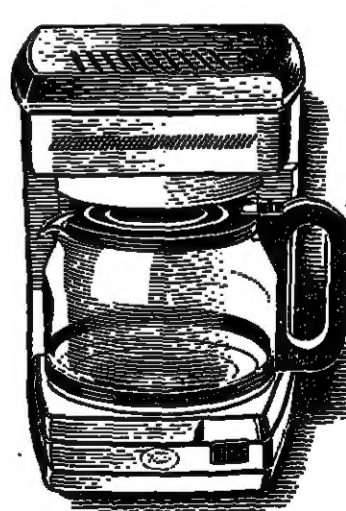
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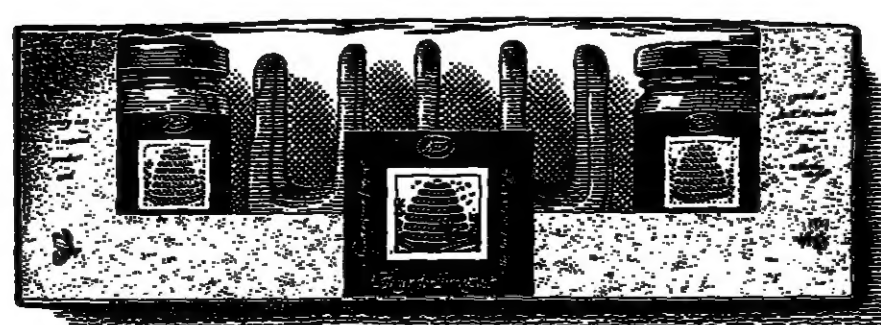
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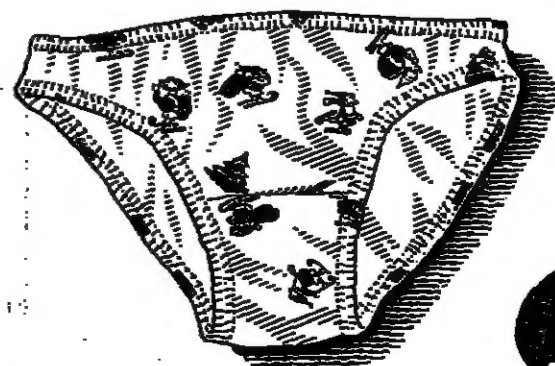
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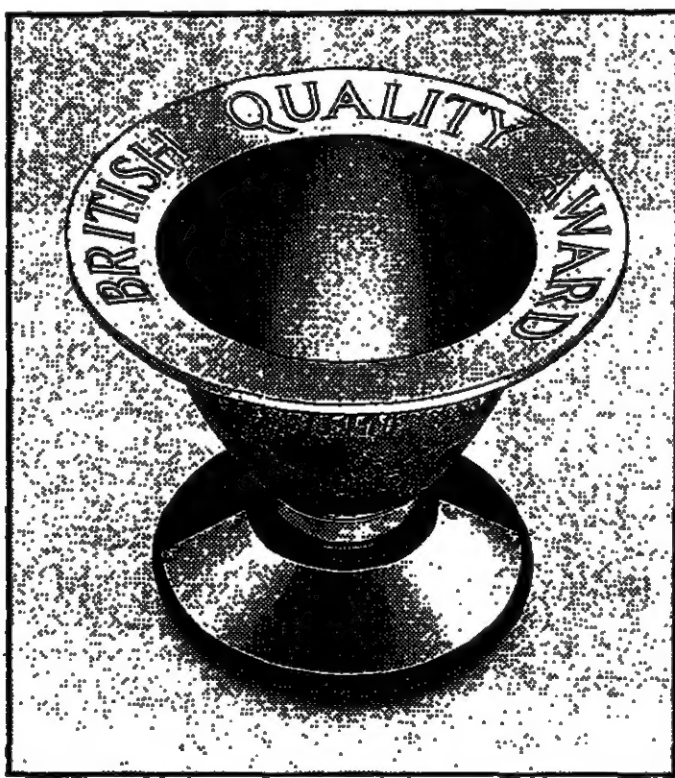
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'Spirit of Geneva' shines through US-Soviet relations

From Christopher Walker
Geneva

"Let's go to Geneva and talk," remarks the sour-looking Manhattan husband to his equally unhappy spouse, in the fading 1985 *New Yorker* cartoon taking pride of place in the US press centre — a reminder that it is two years to the day since President Reagan and Mr Mikhail Gorbachev first broke the ice with their "fireside" summit here.

It is a mark of the fundamental improvement in superpower relations which has taken place since those first historic conversations that both the US and Soviet delegations meeting here in frantic last-minute preparations for the third summit have both evoked

the optimistic "spirit" of that opening meeting.

In the meantime, the ties — which have got immeasurably better at lower level because of the frequency of contact between officials negotiating arms control, regional conflicts and the other main summit topics — have survived such potentially damaging blows as the *Desai* affair and the spy and bugging scandal surrounding the still unfinished new US embassy in Moscow.

Mr George Shultz, the US Secretary of State, referred this week to that first Geneva summit as being pivotal to the improvements in the superpower relationship which have followed, and which have all but erased from the

diplomatic state memories of Mr Reagan's references to the Soviet Union as "the evil empire".

Mr Eduard Shevardnadze, the Soviet Foreign Minister, a very different figure from his dour predecessor, Mr Andrei Gromyko ("Mr Nyet"), whom Mr Shultz met in January 1985 to open negotiations on the continuing nuclear and space talks, also chose to refer back warmly to the dialogue which began here, close to the spot which once provided the home for the League of Nations.

"I think that this Geneva spirit is alive and is beginning to materialize," he said.

Much of the private exchanges between the two ministers over

the past 48 hours has been geared to agreeing exactly what form the Washington summit will take.

"It will by necessity be quite a different animal from the previous two because it will be held on national soil," a Western official explained. "Gorbachev will want to ensure he does not offend his public at home with the way his visit is portrayed."

Mr Gorbachev's decision to grant the US NBC network a formidable 60-minute unscripted interview follows recent precedent in which the Kremlin leader (whose list of interview requests is numbered in thousands) gave interviews to French and Indian television on the eve of

his visits to Paris and Delhi. But it is the first time he has agreed to such a Western interview on the eve of a summit, indicating a change in negotiating tactics.

"Essentially, this meeting in Washington is going to be all about communications. You have the original 'great communicator' in Reagan against the new world champion, Gorbachev, and they are going to slug it out," a Geneva-based diplomat said.

As this week's emergency session in Geneva has demonstrated, covering superpower get-togethers is a frustrating trade consisting — until the recently-awaited final press conferences — in nit-picking of an almost asinine quality. Mr Charles Redman, Mr Shultz's

balancing and shy-looking spokesman, has had to bear the brunt of most of that. A typical exchange goes along the following lines: "Chuck, can you characterize the substantive issues?" Answer: "I am not at liberty to go into those," followed by a groan from the 500 assembled newsmen blinking in the TV lights.

As the 1986 Reykjavik summit showed, both sides — but most notably the Soviet Union — are prepared to leak early, selected information about the negotiations if they believe it will help their cause or image. It has been significant this week that the Western TV crews pacing frustratedly about the elegant lakeside vistas have found greater co-

operation from officials at the large Soviet mission than at the nearby American one.

"The Soviet side won the public relations battle at the Geneva summit in 1985 and again in Iceland in 1986. With the help of Mrs Raisa Gorbachev, there are early signs that they may win it again in Washington in 1987, but that will be much more difficult," commented a European veteran of the two previous summits.

Senior diplomats here are convinced that the acid test of the Washington summit will not be the razzmatazz surrounding it, but the solid progress the two principals can make towards a pact cutting their long-range weapon stocks by half.

The hard life in Hanoi

One job is not enough for the Vietnamese to survive

From David Watts, Hanoi

When a Western embassy sought permission to take over a villa next to its chancery recently the Vietnamese authorities found that it was home to 140 people.

In Da Nang a local government official admitted privately that he and his wife shared a single room with his mother and two children. The shared kitchen was 50 yards away, making rainy-day cooking a chancy business.

Appalling living conditions and the daily struggle for survival are the reality for most Vietnamese in what is now one of the four poorest countries in the world, according to the United Nations. Most Vietnamese families must juggle several jobs and perhaps a family business to make enough money to feed everyone and keep up with an inflation rate estimated by the International Monetary Fund at 800 per cent last year.

In Hanoi, where 80 per cent of the population either work for the Government directly or are dependent on government salaries of between 3,000 and 5,000 dong a month, the central state department store

offers a pair of child's blue trousers for 1,640 dong and a shirt for 170. A soldier's hat costs 250 and a TV set 50,000.

Mrs Lan Nguyen Thi, who has worked 15 years in the store, sells soap and other necessary but precious items — soap is such a valuable currency that women often trade it for food. The resulting shortages mean high rates of uterine cancer and other infections.

She makes about 4,500 dong a month and her husband another 6,000 as a major in the army, but to support their two children she keeps pigs and chickens in the yard behind their flat. That brings in another 15,000 dong a quarter.

The Government is trying to withdraw state subsidised food essentials from families like that of Mrs Thi and make them self-sufficient. When they were first withdrawn prices rocketed and there was such an uproar that the Government had to restore some of them.

Hanoi's streets are an almost constant mass of bicycles bearing people out to barter,

trade or fessine enough food for the day's meals. There are more light motorcycles than there were three years ago but the air is among the cleanest of any city in Asia, marred only by ill-maintained old Soviet and Chinese trucks.

Despite their poverty the Vietnamese have lost none of their pride. In almost two weeks in the capital there was no begging and most people were neatly dressed. In Ho Chi Minh City only a young mother and a young boy begged for money.

Trendy young things in jeans and flowered sunhats are still rare in Hanoi compared to Ho Chi Minh City but the accent is on younger people and ideas in the city bureaucracy. Half the People's Committee has been replaced by younger members, a trend which is being taken throughout the country. In Quangnam-Da Nang the new province chief is a mere 43, and the provincial security chief has not yet reached 40.

These are but the most conspicuous successes in a war on an overmanned party and bureaucracy, in which the

most striking sacrifices must be made, and privileges forfeited by those in power at the state and provincial levels. Many diplomats in Hanoi remain to be convinced that inertia of entrenched power can be overcome.

One of the new faces in Hanoi is Mr Nguyen Mai, the German-educated deputy-chairman of the People's Committee, formerly Rector of Hanoi University. He and the committee are trying to pare down the city budget by taking on new workers into the bureaucracy and trying to cut back present manning by up to 30 per cent.

The city is, meanwhile, coming to the assistance of professionals like teachers and doctors whose heavy work schedules eliminate them from the petty trade that supplements so many Hanoi incomes. At present a surgeon usually earns less than a street-side bicycle repairman.

Despite foreign reservations the new house-cleaning will be hard to reverse despite the inevitable reaction from the conservative sections of the party.



This bicycle repairman, attending to customers in his streetside business, earns as much as a surgeon, whose work keeps him too busy to hunt for a second job like most other Vietnamese

Exiles cool on glasnost craze

From Charles Bremner
New York

Down in "Little Odessa," New York's Russian ghetto, they are not too impressed by America's new love affair with their motherland. "It's how they say, ice-cream of the month," says Mrs Galina Lyopovskiy, a recent immigrant munching hot *ponchiki* in the street as an Arctic wind howls off the Atlantic on to Brighton Beach Avenue.

"It's a provocation, and America is getting taken in. They're so naive, the Americans," says Mr Semyon Feinstein, a greengrocer. "Look how excited they're getting about this summit. But nothing changes over there. It's the same old song," he says, voicing what seems to be the prevailing view of Mr Gorbachev in Brighton Beach, a seafaring section of Brooklyn whose Cyrillic shop fronts could come from pre-1917 Russia.

Of the 200,000 Soviet Jews who have come to the United States since the mid-1970s about half have settled in New York and a majority of those are in Brighton Beach.

Apart from the right-wing Republicans who have refused to let Mr Gorbachev address Congress, it is hard these days to find such an anti-Soviet line outside the Jewish or émigré community, as the United States gears up to receive its first Soviet leader for 14 years.

The Kremlin chief is arriving in two weeks on a tide of curiosity and goodwill generated by a flood of glossy television, magazine and newspaper features that seem to focus on reassuring Americans that the Russians are just like them.

To feed their new fascination, American newspapers have been lavishing coverage on an ever-growing number of Soviet "delegations" travelling around the country and making the most of the new thaw. The Russians have even entered the right social circles. *The Washington Post* gave its first blow-by-blow coverage of a Soviet Embassy dinner party last week.

Yesterday, in a preview of the White House state dinner of the decade, *The Washington Post* asked: "Will Gorbachev wear a black tie?"

Hollywood has gambled that the thaw is going to last at least another year. Half a dozen film companies are hard at work on joint Soviet productions.

The fierce fight for an interview with Mr Gorbachev has ended with victory for NBC and Mr Tom Brokaw, its star anchorman.

One of the questions exercising many is what should Mr and Mrs Gorbachev — who have never been to the country before — be shown to make them understand America?

According to Mrs Gorbachev a number of families have already sent her the keys to their homes, although they will not be venturing outside Washington.

"Please bring the Soviet leader to our small farm in Ohio," says one typical letter to the editor of a national newspaper. But one group not swayed by the honeymoon is the Coalition to Free Soviet Jews, which is calling for a mass demonstration in Washington before the summit with full-page newspaper advertisements that say: "If you stay put on December 6th so might thousands of Soviet Jews."

EEC farm crisis

Thatcher showdown is looming

From Richard Owen
Brussels

The prospect of a damaging showdown between Mrs Thatcher and other EEC leaders over farm spending and the British budget rebate moved significantly closer yesterday.

With EEC farm ministers still at odds despite hours of weary debate — including all-night talks — Sir Geoffrey Howe, the Foreign Secretary, warned there was "very little time left" to agree on farm policy reforms before next week's EEC summit in Copenhagen.

Sir Geoffrey criticised Denmark, currently in the EEC chair, for going too far in weakening proposed mechanisms for automatic limits to farm output, known as "stabilisers". He was supported by Mr Hans van den Broek, the Dutch Foreign Minister, but French and West German officials said the stabilisers were not nearly watered down enough to suit either

Paris or Bonn, which want farmers' livelihoods protected.

Mr Ellemann-Jensen, the Danish Foreign Minister and EEC President, admitted that three crucial elements in the financial reform package looked unlikely to be settled until the last moment. These were: whether to increase EEC resources by partly shifting from VAT to GNP (gross national product) as the basis of revenues; how to increase social and regional funds for the southern states; and whether to reassess the British budget rebate.

Sir Geoffrey dismissed a suggestion by Mr Jacques Delors, the European Commission President, that since Britain was more prosperous in 1987 than in 1984, when the rebate system was agreed at the Fontainebleau summit, it could afford to contribute more to EEC coffers.

A British statement by Sir Geoffrey and Mr John MacGregor, the Agriculture

Minister, identified five areas of concern: cereals, where Britain wants sweeping price cuts when output rises above strict limits, with a 10 per cent cut in year-three of the deal; oilseeds (such as rape), with similar price cuts; viticulture, where Britain opposes a move to abandon the 1984 restriction on replanting vines; sheep, with "equitable stabilisers" for all EEC states and not just Britain; and products for which no stabilisers at all are planned, such as olive oil and cotton.

● JERUSALEM: Israeli cut flowers and fruits like avocados and mangoes may be unavailable in EEC countries this Christmas because of continuing disagreement about how to market produce from the Occupied Territories in the Community (Ian Murray writes).

At the moment Israel sells around £25 million worth of produce to the Community annually, of which £600,000 worth is grown in the territories.

EEC membership is Ozal's priority

From Michael Dynes, Ankara

In a rare public appearance, the Turkish Prime Minister, Mr Turgut Ozal, confirmed recent speculation yesterday that admission into the European Community and a rapprochement with Greece would be his top foreign policy priorities if his Motherland Party is returned to power in Sunday's general election.

Speaking to foreign reporters in the presidential palace, the ebullient 61-year-old Prime Minister also expressed complete confidence in his ability to secure a second five-year term of office.

Dismissing claims that the Motherland Party has been losing ground to the opposition centre-left Social Democratic Populist Party, led by Mr Erdal Inönü, and the centre-right True Path Party, led by Mr Süleyman Demirel, Mr Ozal said that there was no possibility of a coalition government being returned in Turkey.

"I believe Turkey will never elect a coalition government after the chaos of the 1970s. I will have a majority on Sunday. A new election system is designed for a two-party system, and the election will decide who is to be the opposition," he said.

The Prime Minister also

brushed aside, as an election tactic of the opposition, concerns about his health. But Mr Ozal, who underwent heart bypass surgery in the US last February, was forced to cancel most of his campaign engagements earlier this month after he developed a haemorrhage in his left eye.

Acknowledging that Turkey remains a relatively unknown country in western Europe, Mr Ozal said that by the year 2000 Turkey will be "the Japan of west Asia", implying that if the EEC failed to open its doors to Turkey, Europe would be the loser.

Confirming that President Kenan Evren will visit the self-proclaimed "Turkish Republic of Northern Cyprus" early next year, a move likely to provoke fury in Athens, Mr Ozal said that Turks and Greeks, who have been neighbours for centuries, have no alternative but to improve bilateral relations.

Rejecting accusations that Turkey's burgeoning inflation rate — which is projected to exceed 45 per cent this year — is widely expected to provoke a substantial increase in social tensions, Mr Ozal was adamant that his programme of economic liberalisation was the only way forward.

Bangladesh acts to curb the bombers

From Ahmed Fazi
Dhaka

In an attempt to curb continuing politically inspired violence in Bangladesh, the Government yesterday announced the setting up of special tribunals to speed up the trial of people accused of planting bombs, arson and damaging public property.

The current state of political violence has claimed seven lives according to official fig-

ures. The Government had earlier decided to impose the death penalty as maximum punishment for making, possessing, or planting bombs.

President Ershad, facing strong opposition to his six-year rule, said he would not allow Bangladesh to slip into anarchy and terrorism. He accused communists and left-wing political groups of destabilising the country.

More violent anti-government demonstrations broke

out yesterday in Dhaka. A half-day general strike was punctuated by explosions and street battles.

On Monday, a local leader of the ruling Jatiya Party was stabbed to death in Pabna during clashes.

● 72-hour strike: Bangladeshi opposition groups yesterday announced another 72-hour nationwide strike to increase pressure on President Ershad to resign (AFP reports).

The decision to call the

strike, beginning on Saturday, came hours after a four-day strike ended. Unofficially as many as 25 deaths, 1,445 injuries and 2,373 arrests have been reported.

Newspapers yesterday reported that a journalist working for the BBC had been arrested at his home early on Monday. Mr Ataus Samad was detained under the Special Powers Act of 1974, which allows for detention without trial for one month.

Manila and Haiti get dictators' hidden plunder

From Alan Tomlinson
Miami

One of the most desirable properties on Long Island, New York, the 10-acre Lindemere estate, has been put on the market by its new owners, the Philippines Government.

The rambling country house, sporting jacuzzis with gold taps in most of the bathrooms, was where "Imelda hung out with her friends at weekends," according to a lawyer who helped to recover it through the New York courts from Mrs Imelda Marcos's husband, former President Marcos.

In a separate but related lawsuit, a priceless collection of Haitian prim-

itive art, which once graced the Smithsonian Institution, may also be in the process of changing hands. A court in Washington recently ruled itself competent to determine the collection's rightful ownership which is disputed between the Haitian Government and a close associate of the deposed President Jean-Claude Duvalier.

These obscure and unpublished cases are examples of the quiet, meticulous way in which both the Philippines and Haitian governments are going about the task of retrieving some of the vast wealth the two dictators took with them when they escaped after being overthrown early last year.

Each country has adopted a similarly conservative and businesslike approach to the task and is achieving unprecedented success where other nations, allegedly robbed by past rulers, have failed.

In the 1960s, Iraq attempted to recover real estate bought in New York by the deposed King Faisal, but the courts ruled that confiscation decrees issued in Iraq could not meet American standards of due process. Iraq went after the Shah's fortune through the same courts.

"We have the opportunity to construct the Marcos case with these two precedents in mind," said Mr Peter Weiss, a lawyer at New York's

Centre for Constitutional Rights. "We were very careful to chart a course through the various legal and constitutional requirements."

As a result the Aquino Government has recovered real estate worth tens of millions of dollars.

The Haitians learnt the same lessons. "We have not cast the cases in political terms," Mr Curt Mechling, a lawyer, said. "We have not brought wide-ranging omnibus lawsuits, nor have we sought to put the entire Duvalier regime on trial. We have only gone after assets we have been able to tie to embezzled Haitian funds."

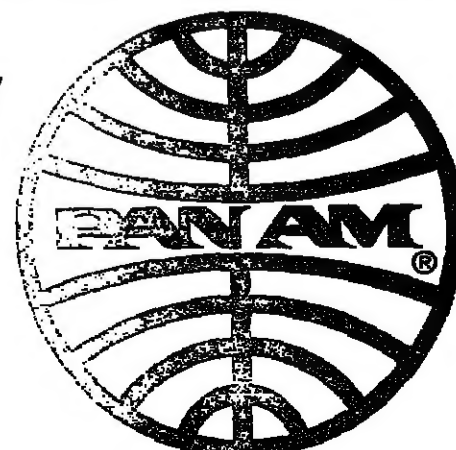
For 19 months lawyers followed

the money trail cheque by cheque, by telex transfer or bank credit, compiling 9,000 exhibits and 17 volumes of sworn affidavits. It has led to suits in the US and France involving more than \$120 million (£70 million), which Mr Mechling believes may be only "the tip of a very big iceberg."

The bulk of the iceberg is believed to be submerged in numbered accounts in Switzerland. But by using previously untried laws and treaties waiving bank secrecy in cases involving friendly countries and suspicion of crime, the Swiss Government acted swiftly to freeze accounts connected to Mr Duvalier and Mr Marcos pending court decisions.

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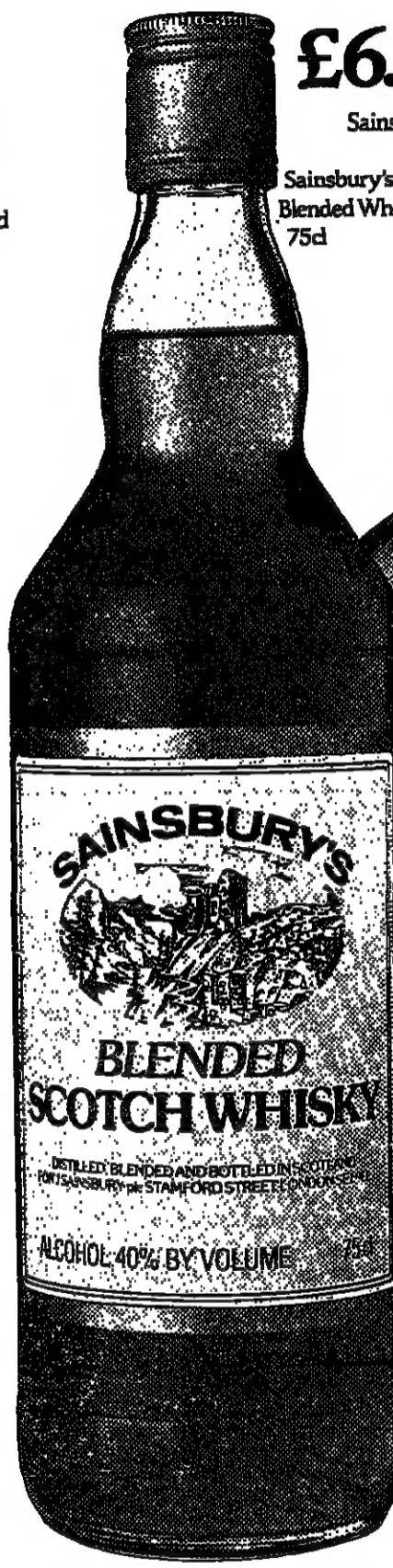


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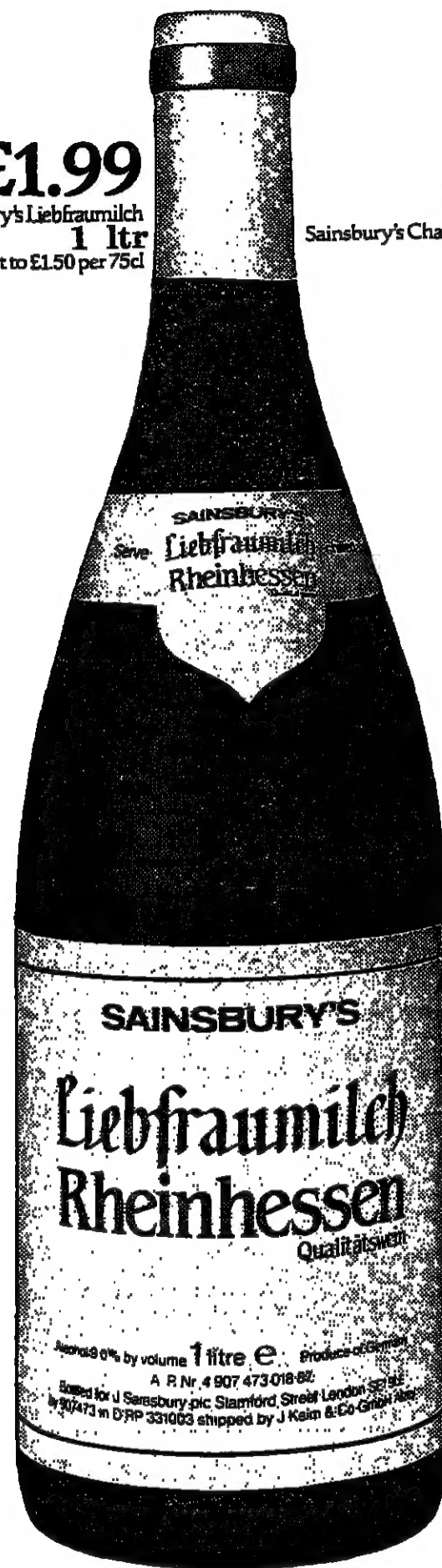
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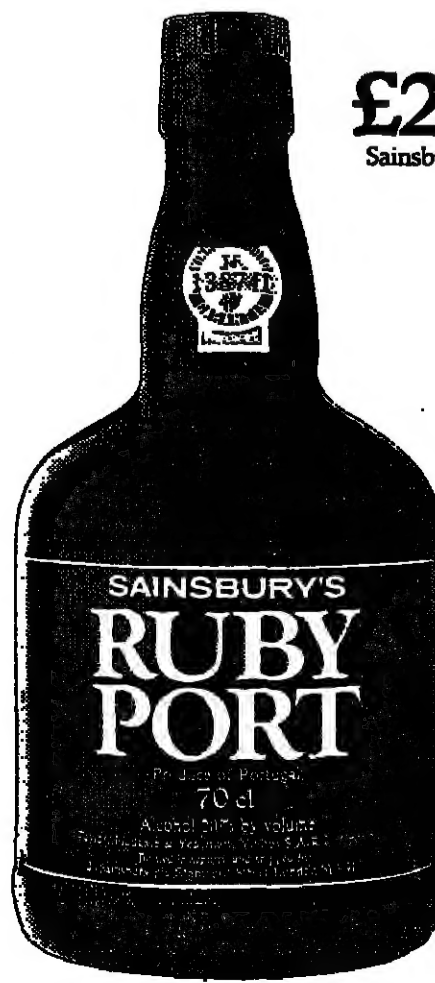
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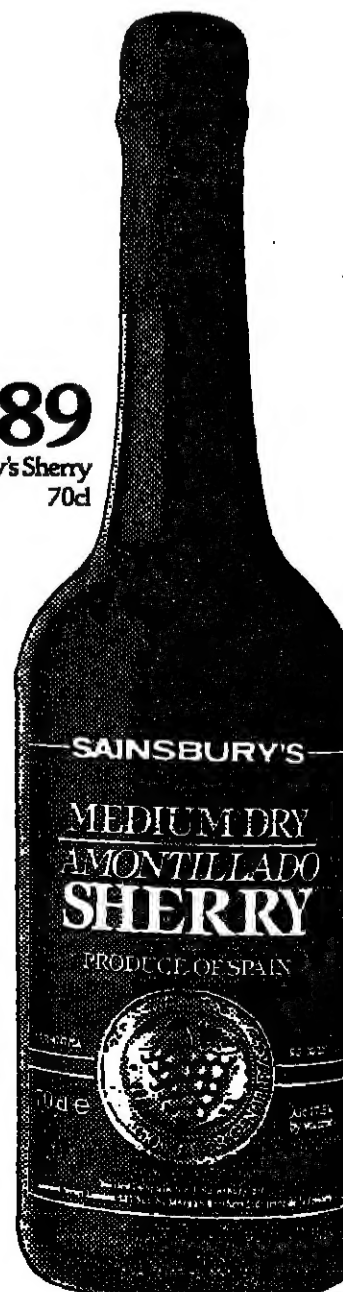
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Reform
China
man get

Italy faces
chaos as un
reassert auth

Lod massacre sus
arrested by Japan

Reform bolstered in China as Zhao's man gets key post

Mr Li Peng, a 59-year-old technocrat, was named yesterday as the acting Chinese Prime Minister to replace Mr Zhao Ziyang, who resigned from the powerful post to become the leader of the Chinese Communist Party.

Mr Li, who was appointed by the standing committee of the National People's Congress, has been one of China's five vice-premiers since 1983. His promotion virtually ensures that he will be named China's fourth Prime Minister, after Mr Chou En-lai, Mr Hua Guofeng and Mr Zhao, at a meeting of the full congress next March.

Western diplomats said yesterday that the appointment of Mr Li to the second most powerful post in China behind Mr Zhao should bolster China's reform programme. Mr Li shares Mr Zhao's keen interest in absorbing Western management skills and technology and both are proponents of collective leadership, which has been advocated for years by Mr Deng Xiaoping, China's senior leader. Mr Zhao was formally named Party General Secretary at the party congress earlier this month. His appointment

From Robert Grievs, Peking

allowed him to resign from the post of Prime Minister, which he has held since 1980.

Mr Li, the adopted son of the late Mr Chou, has been a top contender for the post of Prime Minister since January when Mr Zhao became acting party chief. Mr Zhao's predecessor in that post, Mr Hu Yaobang, was sacked after pro-democracy student demonstrations swept China.

Western observers have labelled Mr Li a conservative because he was trained as an electrical engineer in Moscow in the 1950s, where he became acquainted with Mr Mikhail Gorbachev, the Soviet leader. Mr Li recently called that label



Mr Zhao: a fellow reformer follows in his footsteps.

"a misunderstanding" and in public has always supported the reform championed by Mr Zhao and Mr Zhao's mentor, Mr Deng Xiaoping.

Mr Li currently oversees the state economic commission, China's nuclear power programme, environmental protection and the leading state group on science and technology.

Mr Li is not expected to change China's foreign policy of gradually improving relations with the Soviet Union while relying on Western technology for its modernization drive. As head of government, Mr Li will be responsible for running the economy, as well as public security and education affairs.

Born in Chengdu, Sichuan province, in 1928, Mr Li was raised by Mr Chou and his wife, Deng Yingchao, after his father was killed by Nationalist forces. He joined the Communist Party at the age of 17, studied in Moscow from 1948 to 1954, and became a renowned engineer in the 1950s and 1960s.

Mr Li entered the Party Central Committee in 1978, became Minister of Power Industry in 1979.



Mr Li Peng, putting on the Western style at a recent function, was named yesterday as the acting Chinese Prime Minister, making him the country's second most powerful leader.

US arrest suspect in El Salvador church-killer hunt

From Christopher Thomas, Washington

A cashed El Salvadoran Army captain was in police custody in Miami yesterday as a key suspect in the 1980 assassination of Archbishop Oscar Romero, an outspoken critic of right-wing death squads that killed thousands of people.

He was seized as the result of detailed new evidence about the murder, which has provided the first breakthrough in El Salvador's most important human rights case.

Señor Roberto D'Aubuisson, the best-known of El Salvador's right-wing leaders, has also been directly implicated in the killing, but as a deputy in the National Assembly he has immunity from prosecution. For years he was closely identified with the death squads.

The US Marshal Service announced that Señor Alvaro Rafael Saravia-Merino was arrested late on Monday after being tricked into stepping outside his Miami home by police who said they wanted to discuss a traffic accident. The El Salvadoran Government will seek his extradition.

Three other El Salvadoran nationals believed to be in the US are also being hunted.

The death of Archbishop Romero, from a single rifle bullet as he said Mass in a

hospital chapel, horrified the world and focused attention on the right-wing death squads. The new evidence was released at a press conference by President Duarte. Asked if Señor D'Aubuisson was the "intellectual author" of the archbishop's murder, he said: "That is a conclusion you could draw."

The new evidence was supplied by a man who said he drove the assassin to the church where Archbishop Romero was killed. It comes at an acutely sensitive time in El Salvador because of the return of two left-wing leaders, Señor Guillermo Ungo and Señor Rubén Zamora.

Their lives will clearly be in danger in a country where political violence is the norm. There have been signs that right-wing death-squad activity may be starting again after being halted by pressure from the Reagan Administration.

Señor Amado Antonio Garay, aged 37, said he drove the getaway car. He lives outside El Salvador and is in protective custody.

He has said that some time after the murder, by an unknown bearded man, he had driven Señor Saravia to Señor D'Aubuisson's house, where he heard Señor Saravia say: "We did what we had planned - we killed Romero."

Day of protest

Italy faces strike chaos as unions reassert authority

From Roger Boyes, Rome

Antonio is a gravedigger but for the past week, in the busiest cemetery in Rome, he has buried only four bodies. His union is not formally on strike but the diggers want more overtime and the result is a go-slow all *all'italiana*. When it rains, he shelters when it's windy he goes to buy cigarettes; and when the sun shines he visits the local bar for a coffee and a chat. The coffins wait their turn.

He is only one of hundreds of thousands of Italian workers who have been protesting long before today's scheduled general strike. The "New Italy", built on sophisticated private enterprise, gifted designers and marketers and, since 1984, a quiescent workforce, is under threat.

The banned Polish trade union, Solidarity, often talks of "Italian strikes", especially now with 200 per cent price rises looming in Warsaw. What they mean is small acts of obstruction that can cripple a factory; the Italians rightfully claim mastery of this art. Every summer at the beginning of the holiday season lifeguards appear on the beach fully clothed; they want more money, they have turned up at their place of work on time (and therefore cannot be fined), but the point is clear.

The West German or British bathers who are drowning not waving will have to take his chances. The airline ground crew who refuse to sign documents allotting parking space to an aircraft can and do cripple Italian airports.

This fine sense of what is possible within the rules, a guerrilla awareness of when and where to hit the employer has tended to replace the brute force bargaining of the trade union federations. Since they lost the battle in 1984 against government plans to scrap the Scala Mobile (the escalator that carried wages up in line with prices every year), the big unions have been rather cowed. Divided by politics, the CGIL is aligned with the Communist, the CISL with the Christian Democrats and the UIL with the Socialists and Republicans - the public sector unions have tried to present a common front. They have the theoretical right to strike for political reasons but they do not eagerly do so. Italy, top of the European strike league between 1970 and 1977, has slid down the scale. Union power has been sapped by high unemployment.

Instead grassroots strike committees (known as COBAS), frustrated by the cautious attitude of union leaders, have taken up the fight. Alitalia, the state airline, is effectively being wrecked by its COBAS which is scrubbing more than 60 flights a day. They have just declared a week of truce but no-one believes it will hold. The city of Turin was closed down earlier this week by strikes organized by the transport workers' COBAS. Trains will be paralyzed long after the end of today's general strike because of industrial action by wildest railway workers. Independent union committees - though not strictly speaking COBAS - are threatening a strike in the diplomatic service.

The general strike today is technically to protest against the 1988 budget and its proposed cuts in social welfare spending. But it is also a way for the trade union leaders to reassert their control over the wildest strikers. In some senses the Government is the victim of its own propaganda. Having announced that it's economy is growing faster than that of Britain, workers are now demanding a slice of the bigger cake.

The recovery of the past three years has raised expectations, perhaps unrealistically. One problem is the curbing of pensions: an important contributory factor to the huge budget deficit. Another issue is that of neglected investment in transport, health and education. As Italy has modernized and streamlined, it has done so largely at the expense of investment in public services. To press home the point, today's general strike will see a close-down of hospitals, fire services, schools, trains and buses. The diplomats' strike, meanwhile, planned for November 30, is about maintaining standards of professionalism: the authorities want to speed the promotion of clerical officers into senior posts, the diplomatic association is against. And the strapped finances of town halls mean that essential overtime has been cut in the dirty trades such as graveyard digging and rubbish collection.

Rubbish has been spilling onto the streets of Rome for almost two weeks; pest control men warn that large numbers of rats are eating the rotting food and multiplying furiously. They, like this correspondent, will not be withdrawing their labour today.

Lod massacre suspect arrested by Japanese

From Our Own Correspondent, Tokyo

A leader of the Japanese Red Army wanted in connection with the massacre of 28 people at Lod airport in Israel in 1972, has been arrested.

Mr Osamu Maruoka is also thought to have been involved in the 1973 hijacking of a Japan Air Lines aircraft at Benghazi, where it was subsequently blown up, and the hijacking of another JAL airliner to Dhaka in 1977.

Police had originally arrested him on Saturday, but they then released him when they failed to identify him as the wanted man.

Mr Maruoka, who was re-arrested yesterday, has lost a

lot of hair and was travelling on a forged passport in the name of a man from Okinawa. Police surmise that his presence in Japan may indicate that the Red Army is planning a domestic operation after a handing down of a death sentence to another Red Army member in March in connection with a series of bombings in Japan almost a decade ago.

The authorities also believe that Mr Maruoka may be the second-in-command of the Red Army, whose operations are now centred in Lebanon, where they assist the Palestine Liberation Organization and the Popular Front for the Liberation of Palestine.

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'Have children died here? You had better ask the administration that'

As the parents of baby David Barber suffer a setback in their legal struggle, Brian James visits a children's hospital in crisis

If today is like most other days, surgeon Babul Sethia will walk at 8.15am into an office off the Intensive Care Unit of Birmingham Children's Hospital, hoping to find there only the two doctors who run it. If today is like most other days, there will be other surgeons like himself also waiting — and a quiet and intense negotiation, on which a child's life may depend, will begin.

It is at such meetings that surgeons and specialists compete for the few vacant beds. The two ICU doctors know that all the specialists will have an overwhelming case for the best care medical science can offer; and they know that all but one will have to be refused.

No, says Sethia, a consultant paediatric cardiac surgeon, that does not mean some doctors having to play God. What it does mean is making choices no man should have to face. Five times, as the world now knows, Sethia has gone into such meetings with the name of six-week-old David Barber on his operating list and lost the argument because "this baby looks as though it can go another day".

Birmingham Children's Hospital is a place lent gaiety by the posters and paintings of its patients and the cuddly toys donated by grateful parents. This week it is lit by the quiet anger of men like Babul Sethia, who are trying to meet the most urgent needs of a sixth of the population of Britain with an inadequate resource of six ICU beds reduced to four by a shortage of trained nurses.

When we began to talk he spoke in a controlled voice, quoting facts, rejecting the neat phrase that would make a stark tabloid headline. But some situations do not lend themselves to neutral language.

For example: on November 17, the administration ordered all surgeons not to admit children if there was a "high likelihood" that they would require ICU nursing.

Did that mean that this key hospital, serving all major cities of the West Midlands, was able to take only the less sick children and that the dangerously ill must be sent away? "Precisely that. Effectively, this hospital — capable of

surgery of international stature — is closed down."

Have children died as a result of that edict? "That is a question you had best address to the administration. Ask especially about two cases over the weekend. I know what the answer should be."

The claim that the hospital was effectively shut was refuted by Jean Rigby, its former nursing director and now its general manager. "This hospital is not closed to the really sick," she responded. "Last weekend parents ran in here crying with a desperately sick child. Of course it was admitted. That baby's life was saved. But yes, as a result another operation had to be postponed."

Could sick children have died as a result of the ICU crisis? "We would expect that surgeons and specialists would have arranged for such cases to be admitted elsewhere."

Sethia had continued: "I try to be responsible, professional about this. But the term 'scandalous' is apt. How else would you describe a situation in which, unless a baby collapses in a critical condition on the doorstep, it will not be admitted? Or a situation where I and my colleagues every day tell parents of a very sick child 'I will operate tomorrow' while adding under our breath: 'Provided there is not a child anywhere in the West Midlands who is even sicker?'"

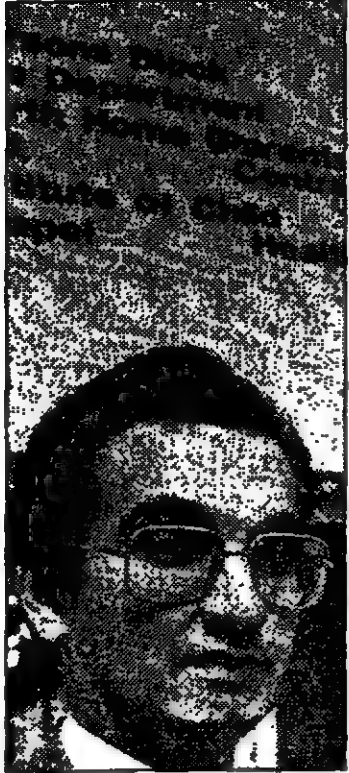
Sethia joined this hospital in August, after serving in Great Ormond Street and in major paediatric centres in North America. "I came for the challenge; the calibre of work here could rival the best in the world. I knew there were problems, but not of this scale or duration."

Birmingham, one of six supra-regional centres, has an expertise going back 30 years. Each year, Sethia said, 650 new patients were seen, 550 were admitted and between 300 and 400 operations were scheduled. Heart disease in children progresses rapidly, yet the survival rate for those operated on was 95 per cent.

"We are now getting failures. In other words, some children are dying on the waiting list. Some are becoming inoperable as they wait. In some the degree of risk has substantially increased."

"Let me give you more figures," he went on. In the past two months, he said, 34 heart patients were sent home because the unit was full. In the three months from August to October, 37 out of 117 operations were cancelled, often at the last moment. In the first 10 months of 1987, 39 heart by-pass operations on children were postponed after the blood had been cross-matched and presented. The heart unit was funded for 191 by-pass operations this year: it will not reach 125.

"A sudden crisis? Oh no," he said. "These figures almost exactly match those for last year. The situation had been steadily



Effectively, a hospital capable of surgery of an international stature is shut

The struggle for a baby's life: Babul Sethia (left) and David Barber, whose heart operation has now been postponed five times, with his mother



TIMETABLE OF A STRUGGLE

October 9: 3.40 pm. David Barber delivered by caesarean operation, four weeks premature, at North Staffordshire Maternity Hospital, Newcastle under Lyme. Weight 5lb.

October 10: Heart defect diagnosed, transferred by ambulance with police escort 45 miles to heart unit, Birmingham Children's Hospital.

October 10-November 11: Operations postponed four times.

November 11: Operation postponed fifth time.

November 22: Family decide to take High Court action to force health authority to order the operation to be carried out.

November 23: Family reject offer of free operation at private London hospital after doctors say David might not survive journey.

November 24: High Court application for judicial hearing fails. Family announce they will appeal.

they train for it while in the unit.

It is, said Sethia, the failure of the NHS and General Nursing Council to adopt a common-sense solution to the issue, plus the failure to fund the supra-regional centres like Birmingham by direct grant (instead of causing its finances to be filtered through the competing demands of region and division) that has "taken away flexibility and paralysed 25 per cent of this hospital: we have 199 beds and only 146 open".

The Birmingham heart team alone needs eight beds in the intensive care unit. But even if it had them, and the staff, it could

not hope to protect them against the needs of the other specialties — cancer, liver and kidney disease, spinal injuries, at least a dozen branches of medicine.

"All Britain knows about David Barber. But this is an everyday story. We are fighting for the right to do our best work. I see no light in the darkness being brought about by inertia. The administrators say they have every sympathy with our claims; but you cannot work in a place like this, seeing the crying need, and speak otherwise. I see no evidence of that sympathy."

Jean Rigby insisted that sur-

geons like Sethia were at the front edge of what is a national problem. "We should have around 30 ICU nurses here, but six of the places are vacant. My concern is that there is no national planning. Some areas train 10 ICU nurses at all. Oxford and Brighton are to abandon their very expensive ICU training schemes. The result is that girls get their qualifications knowing the world is their oyster — they can go where they choose."

"In this region we have increased training places from 36 to 48. But who can be sure they will not be poached? In the past two years this hospital has taken on 50 extra nurses, spread over all departments. As a result of our submissions the region has agreed to phase in two extra ICU beds — that is in the next five-year plan, beginning in 1990."

The crisis highlighted by David Barber, Mrs Rigby suggested, has been deepened by advances in medical knowledge and techniques. She felt it said something optimistic about a health service that more and more specialties were competing for the use of its most sophisticated resources.

But it is, surely, saying something profoundly more pessimistic about a society that so arranges its priorities that its health service managers now greet discoveries which will save babies lives as a cause for tight-lipped concern.

Curing chaos

Professor Alan Maynard, Director of the Centre for Health Economics at York University, insists: "Our ideas on management of hospital resources have not moved on since Florence Nightingale. Over 120 years ago Nurse Nightingale said that all hospitals should classify their 'output': patients should be listed as either 'dead', 'relieved' or 'unrelieved'."

"The NHS doesn't even manage that in 1987. All treated patients are marked 'discharged' — no record of whether they lived or died, or were cured. And therefore no possible record by which to establish the true cost-effectiveness of any treatment."

Birmingham is, he alleges, fairly typical of a "pretty chaotic" situation in a health service which has no system of priorities and in which, therefore, critical life-deciding judgements are made on an ad hoc basis.

Ideally, he says, the NHS would work from very precise figures stating which patients should be treated and by what method — "trying to get a balance between the minimum cost and the maximum benefit in health status of the public. Instead, too often all we get is an emotional debate, dominated by the politics and broad-waving of those most closely involved."

"The underlying cause of this and every other similar crisis is that no one has the least idea of how the NHS should decide its priorities. There will always be harsh decisions to be made. But they could and should be made within a rational framework of knowledge which does not at present exist."

There will be "constant arguments about the numbers of nurses or chiropodists or whatever, but it is irrelevant until we know what they achieve. Nor can it be measured in the simplest terms, such as '95 per cent survived the operation'. Survived for how many years? Survived in what condition? What was the quality of the life saved? Without these questions we have no good measure of outcomes."

"I suspect that the NHS is under-funded; which is a better reason for spending more wisely. But, more crucially, the NHS is grossly under-managed: it simply does not know the basic sums of its business."

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Beach of promise

Plans to build a string of tourist hotels overlooking an unspoilt Turkish beach have now been banned in an attempt to save one of the Mediterranean's most ancient and most threatened species, the loggerhead turtle.

Under the jet black Turkish night the last of the season's loggerhead turtle hatchlings have straddled off Dalyan Beach past the tireless pickets of Shore Crabs and Argemones, to the sea. The continuing struggle for survival by one of the Mediterranean's most ancient and endangered species is complete for another year.

Dalyan is a productive place. Female loggerheads made close to 500 nests this year, each containing about 100 eggs, in the soft sand of this unblemished strand.

Turkey is regarded by conservationists as the last battle-ground on the Mediterranean coast. It took only about 400,000 foreign visitors this year, compared with one million Britons who went to Corfu in Greece. But as the Turks go to the polls this Sunday, no doubt plans for rapid expansion will loom large in their minds.

The Mediterranean's two marine turtles, the loggerhead and the green, are uniquely vulnerable to such an explosion in tourism. Hatching them is banned, but unless their breeding habitat can also be defended they are doomed.

The European Herpetological Society believes Turkey, with 80 per cent of loggerheads and green turtles sites, is now the only country with sufficient unspoilt coast line to protect them. But many Turkish nesting beaches have al-

ready been destroyed and even Dalyan would have fallen under the cement mixers by now without the passionate campaigning of a British expatriate singer, Mrs June Haimoff, who lives close to the beach, where she met a television producer. A short film on Channel 4 News mobilized its defenders. The small British holiday company Turkish Delight, which had already been urging Turkish authorities to avoid a Costa del Sol-style expansion, enlisted the formidable support of David Bellamy.

Last month an international team of conservationists, led by Bellamy, were assured by Oğuz Berberoğlu, the provincial governor, that only a 620-bed German-financed hotel, already under construction at the eastern end of Dalyan,

would be completed. "We had not realized the turtles were there," he said. "We shall do whatever needs to be done to protect them." Plans are to be drawn up to set aside more than a mile of beach for the turtles, to guard their nests by night and shield them from hotel lights.

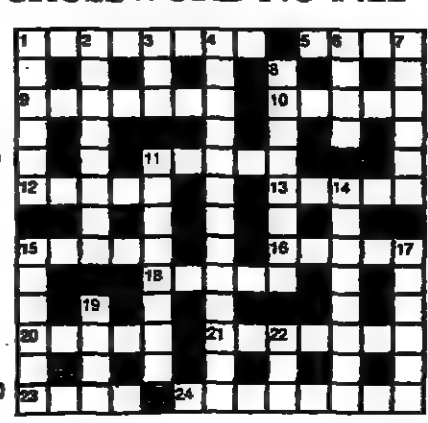
Bellamy explained: "Turkey is an immensely important place for wildlife. It has the opportunity to learn from the mistakes of other Mediterranean countries as it expands its tourism."

The campaign to save the turtle now switches to Strasbourg, where next month the Council of Europe's important nature conservation forum is expected to adopt further protective measures.

Gareth Huw Davies

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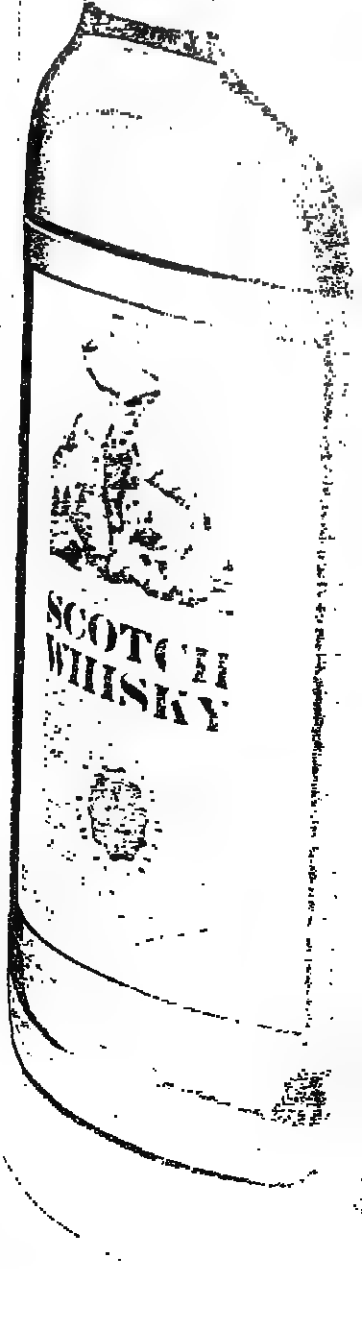
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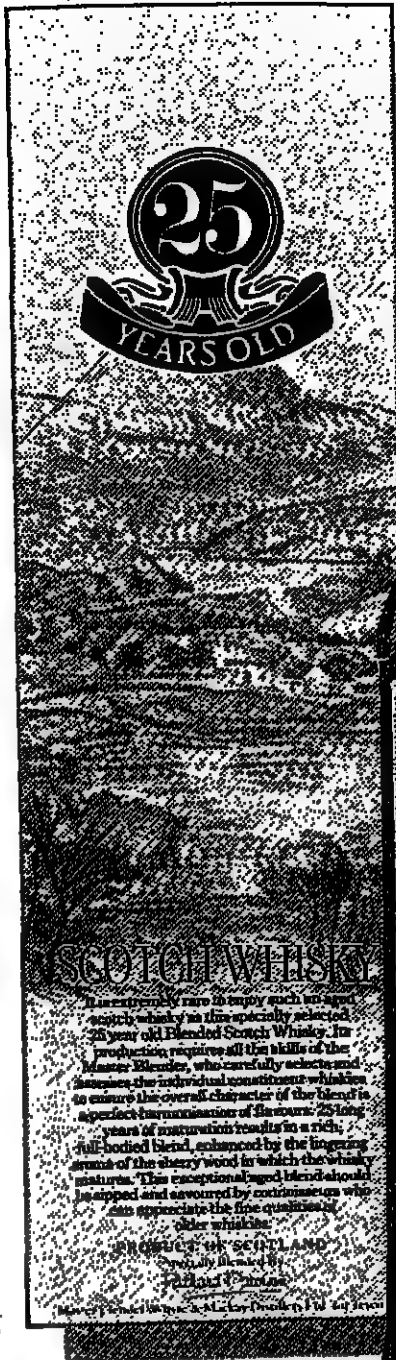
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THE TIMES DIARY

Interest rates rise

In taking apart Britain's public monopolies, the government may have clogged another statutory mechanism. John Fraser, Labour's legal affairs spokesman, is to ask the Attorney General what is being done about magistrates who hold shares. While a JP would never adjudicate a case involving the burglary of his own home, phone box vandalism may be taken more personally by someone who owns part of it, however minute. The problem is becoming prevalent with the regular applications by British Gas for warrants of entry to read meters and disconnect supplies from defaulters. The Lord Chancellor's office tells me court clerks are aware of the danger and advise magistrates to stand down when a conflict of interest arises. However, with electricity privatization next, some magistrates fear that some days there will not be enough disinterested JPs to go round. Fraser, has reason to worry — the gas board, anxious to read his meter, has threatened to go to court for a warrant to force entry to his home.

Kingston by-pass

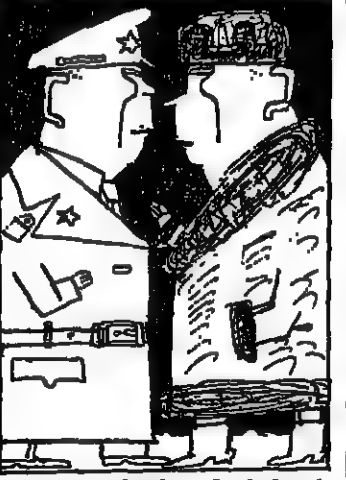
After last week's crucial Conservative council by-election victory in Wandsworth the battle for political hegemony in London is about to switch to Kingston upon Thames. Two weeks ago the Tories snatched overall control of the council from a minority Liberal Alliance administration. The new leadership has already caused a storm by announcing plans to renege on the 11-plus. Now, however, opposition members — hungry to regain power at a further by-election — are calling for the resignation of a Tory councillor who has moved house to Eastbourne, some 60 miles from his ward. Leonard Meladio, who breaks no rules by staying on, insists that he can fulfil his council duties while residing in God's Departure Lounge. "But how can a Kingston councillor live on the south coast," asks Liberal John Tilley. His colleagues, meantime, nurse the irony that they lost control thanks to the resignation of one of their members — who was moving out of town.

It is just as well that the plan to approach Sir Alfred Sherman to head the Commission for Racial Equality (PHS November 23) was abandoned. Sir Alfred, who remains firmly against repatriation, believes that the CRE should be abolished.

Work patterns

Channel 4's workplace series *Sharp End* tomorrow begins a series on how to land jobs. Will it, I asked its producers, recommend candidates not to apply directly but to contrive a telephone conversation with the employer on another matter, hint heavily and hope for an interview at the employer's home on a Saturday morning? "Applications for chief executives of television companies will not feature in the series," they reply.

BARRY FANTONI



"It's the stockpiling of missiles in Ireland that worries me"

Dental gloss

The Police Federation's monthly magazine has awarded full marks to a somewhat desperate defence counsel in Birmingham Crown Court last month. Stumped to find much in way of mitigation for his client, he produced a note reading: "Mr... has been a reliable patient." It was signed by the prisoner's dentist.

BBC Television's *One O'clock News* was stood up by one of its studio guests yesterday. Minutes before going on air producers were told Belgian MEP Paul Staeys, who was to be interviewed about the North Sea environment conference, would not be able to make it — police had just arrested him outside the Westminster conference centre for his part in a Greenpeace demonstration.

Desert shadow

TE Lawrence never wanted to be famous. It is well recorded that the maverick colonel changed his name twice in search of anonymity, but his shyness went further than that. In a letter to his biographer Robert Graves in 1935, Lawrence wrote that he was against a proposal from filmmaker Alexander Korda to record his life on celluloid. The letter is now being sold at auction to raise money for the Brompton Oratory; the seller, Sir Alec Guinness, Prince Feisal in David Lean's *Lawrence of Arabia*.

PHS

Unprepared for catastrophe

Sondra Lawrence on the gulf in emergency planning procedures for peacetime disaster

The disasters of 1987 — the Zeebrugge ferry sinking, the hurricane and now the King's Cross fire — focus attention on the fact that local authorities have no statutory duty to prepare for natural or accidental catastrophes. Any peacetime emergency planning is merely a by-product of civil defence.

In 1985/86 the government allocated £77 million to civil defence, of which only a sixth went to local authorities. Civil defence is strictly defined as preparation against wartime attack. No funds are allocated for peacetime disaster preparations and many county emergency officers continue to face the dilemma of how to siphon a little of their minuscule wartime preparation budget for peacetime emergencies.

It is true that the government has issued an *Emergency Planning Guidance to Local Authorities*, but it carries no legal authority. In 1983 the Conservative manifesto promised to introduce legislation "enabling civil defence funds to be used in safeguarding peacetime disasters". To date nothing has been done to implement this.

This lack of centralized emergency planning results in bureaucratic obstacles, confusion of responsibilities and duplication of

effort, just at the moment when maximum efficiency is required. Here are a few examples.

After the Zeebrugge disaster injured survivors were brought back to Kent. Some had to be transported across the country, but because ambulance services work within regional divisions, Kent would have had to arrange rebates or changes of transport with their counterparts in other areas of the country. The voluntary Red Cross circumvented the problem by taking the patients.

In some emergencies the county emergency planning officers have called out voluntary ambulances when they felt the local ambulance services could not cope; subsequently, some local authorities have objected to payment of agreed expenses for this help, and it has taken months of persuasion and negotiation to resolve.

It is sometimes unclear within counties who should call out emergency organizations — health emergency planning officers or county emergency officers. There has never been a peacetime emergency exercise which has involved

co-operation between counties.

In Bradford the police maintain a computer system for casualty identification and documentation (Crisis). Despite the fact that this is compatible with the Interpol computer system, it is the only such computer in Britain and as yet there is no link-up to permit it to be used across the country. After the Zeebrugge disaster Crisis was transported by the West Yorkshire Police to Dover to assist with identification.

There is no established system for the exchange of information on coping with major accidents from county to county. In one instance a county health authority prepared a lengthy report on its problems during and after a major disaster and requested the DHSS to circulate it. This was not acted upon.

While many local officers struggle to encourage "all hazards" emergency preparedness in their area, they are always conscious that they are exceeding their brief and entering an area where no public funds are available.

The United States, Australia, Sweden and West Germany have

all recognized that wartime emergency preparations are inappropriate for peacetime disasters, and each has a national disaster plan.

The focal point for responsibility in any statutory emergency organization in this country should be with a minister for emergency planning — sitting at Cabinet level, as is the practice in other countries.

Today and tomorrow Bradford University is holding a disaster information seminar which will bring together some representatives from the professional and voluntary bodies that have been closely involved with major emergencies. John Bettridge, principal of the Civil Defence College, will speak on the definition and problems of disaster.

This college could become the counter-disaster establishment for which so many emergency officers and voluntary bodies are asking. The main issue will be one of bringing together these groups for the future of centralized co-operation, with government legislation and funding behind them.

Let us hope that the outcome of the Bradford seminar will point the way toward an "all hazards" peacetime emergency plan, which will safeguard the needs for all our citizens in the future.

Timothy Raison warns the government that in prosecuting its legislative programme it must not be insensitive to the needs of the not-quite poor

Ragged edge of reform



When the new Parliament began, everyone agreed that social policy was going to dominate at least its first session. What Mrs Thatcher called the flagships of the Tory manifesto are now embarking on their legislative course. The major bills on education and housing have been published, the rates reform bill must be out very soon, and the Secretary of State for Social Services, John Moore, has announced next year's cash benefits. Parliament has just approved the housing benefit regulations and the white paper on family practitioner services is imminent.

I doubt if any Tory would argue that we do not need reform. The present rates system has got to be replaced; we must find ways of injecting higher standards into education; we badly need a new stimulus to private rented housing. And of course social security benefits have to be revised every year — while the new system of income-related benefits comes into operation in April 1988.

All in all, it will be a hectic period — but then there is no point in re-electing a Thatcher government and then expecting it to do nothing.

But the question is whether it is setting out to do all the right things. On many of the ingredients of the programme there is general support within the Tory party. Most of these social security changes are accepted. Kenneth Baker's scheme for the curriculum seems likely to go through without too much trouble, now it is clear that there is more flexibility in the curriculum than had been feared.

And with Nicholas Ridley's reform of local government finance, the new rate support grant and the unified business rate should not cause undue difficulty, though there will be some business opposition. Of course there will be gainers and losers, but the disappearance of help for those with low resources in the rate support grant will be significantly offset by the transfer of resources from better-placed to worse-placed areas under the new national business rate system.

So far, so good. But there are points where a number of Conservatives are not so happy. To some of us, the hostility to local government seems exaggerated. More immediately, there is concern that we may be being insensitive to the needs of the poor, or rather the not quite poor, many incidentally Tory voters.

Take the cash benefits. I think that a good many Conservatives

after their experience of canvassing during the general election would have welcomed a one-off basic pension increase a little above the index-linked figure this year. And there are strongly expressed doubts about the decision not to uprate child benefit from its present level of £7.25, in line with inflation.

The government's answer is naturally that these are universal benefits which go to everybody, regardless of their needs. Their aim is better targeting. The argument about universality and selectivity has been going on for decades. But with child benefit in particular there are other considerations than simply resource allocation.

One is that by providing child benefit regardless of income the incentive to work is not undermined. Giving benefits only to those in need is always liable to encourage people to remain at that level — in other words, to be dependent. Moreover, having children is a significant cost, which is felt not only by the poorest but also by those who are a bit better off.

It is often argued that the answer is to pay child benefits reasonably generously, but then to tax them, so that the rich receive less. But paying out benefits only to claw them back is not particularly wise. The government itself answered this two years ago when it said in *The Reform of Social Security* that to subject child benefit to a means test or to taxation would "result in an unacceptable degree of 'churning' (where the same people receive money through the benefit system and pay it back through the tax system) and means testing. It would also go against the government's belief that the responsibilities of all families with children should be recognized."

The second area where we may be hitting those slightly above the lowest income levels is the proposed community charge. As with child benefit, the worst-off will be broadly protected; but the essence of the community charge is that it will bring into the local government tax net a large number of people who at present pay little or nothing — and it will, of course, be a flat rate poll tax, with the richest

paying no more than the not-quite-poor. It is this latter point — even more than the administrative horrors — that leaves a sense of unease among a good many people who may themselves benefit from the new system.

A third area of concern is housing benefit, and specifically the introduction of a rule that no one with more than £5,000 capital can claim it. Several Tory MPs argued last week in Parliament that this would hit a number of people who had shown thrift by achieving modest savings and lead to some real hardship. There is also anxiety that the new housing bill could lead to insupportably high rents among those just above the housing benefit level.

What all this adds up to is a belief that radical reform has to be matched by generosity of spirit (and political awareness). Certainly new ways of doing things must be tried — municipal socialism has much to answer for. But we have to be absolutely sure that in the process the not quite poor do not get a raw deal.

The author is Conservative MP for Aylesbury.

Jillian Becker challenges Britain's policy on aid to the leftist regime in Mozambique

Backing the wrong men in Maputo?

passionate Marxist-Leninist but also a pragmatist, encouraged the hope he might be swung from the Soviet alliance.

After his death in an air crash in 1986, his successor, Joaquim Chissano, also inspired confidence in Mrs Thatcher. Since then British money has poured into Mozambique and British officers have trained Mozambican special forces in Zimbabwe. But the civil war has raged on; starvation has spread; the economy has further weakened; and scarce resources have continued to be spent on Soviet arms.

Maputo still displays Marxist-Leninist slogans. The "re-education camps", in which tens of thousands have perished, still exist. The Roman Catholic Church is still persecuted. In the UN, Mozambique still votes with the Soviet Union against the West.

In short, there is no sign that Frelimo has even begun to change its policies, or intends changing its ideology, its form of government, nor of loosening its close ties with the Soviet Union.

This scepticism might be countered if Chissano were to demonstrate that the British

government's faith, hope and charity are not misplaced. Liberalization of the economy is vital to end the famine. Frelimo admits that collectivization was a mistake and that free enterprise is needed to feed the people, and has slightly relaxed state control.

Families are allowed to grow vegetables and raise poultry in their backyards, and even sell their surplus on the market. A few multinationals are back. BP, Shell and Amoco in place to develop the off-shore oil. The state shops have been closed in Maputo, but few others are open, and they offer goods so highly priced that only top party officials, the Russians and visiting Western businessmen can buy anything.

While collar workers in Maputo are given one meal a day as part of their wages, trucks drive up to office blocks with huge pots of stew, and the clerks queue up with their plates. Only the Frelimo elite and foreign businessmen can eat the famous giant prawns, sea harvests being pledged to the Soviet Union for years to come.

But even if an enterprise economy were genuinely wanted by the government, it could not function

effectively in civil war.

Before all else the war must stop. To this end, Chissano could propose free elections. Such elections, in which Frelimo, Renamo and others could compete for the people's confidence would not only end one-party Communist rule, it would also settle which party represents the will of the majority, and would whatever the outcome grant Renamo sufficient of a victory at the outset to make its armed resistance unnecessary.

No elections, no liberalization, are in sight or promised. As recently as August, a US fact-finding group consisting of the representatives of several "strategy think-tanks", including the Global Strategy Council, and five Republican senators, visited Mozambique and asked Chissano whether he would consider holding elections for a multi-party democracy, or permit the extension of private enterprise, or break his links with the Soviet bloc. His reply: "No, never."

It may be that Chissano wants peace, development, and a return to prosperity for his richly endowed country. But if not, and if all that he and his party want is dictatorial power, then he will take none of the steps which would be a sign of change, nor will he break with the Soviet Union. The testing time is now. British taxpayers need to know whether the heavy investment made on their behalf will pay the political dividends which the British government has led them to expect.

The author is director of the Institute for the Study of Terrorism.

Digby Anderson

Crime and two punishments

There is to be a new national organization for crime prevention and Mr Hurd is recommending a report to call it Crime Concern. To test its worth, he should ask its attitude to the AA school of criminology.

Last week the Automobile Association announced that no one should be "punished twice" — for the same offence, you understand. One couldn't turn on the radio or look at a newspaper during the week without hearing or reading MPs and journalists declaiming the injustice of punishing offenders "twice". The event which sparked it off was *Today's Television's*, and late *Today's* evening news, a "roll of shame" the names and addresses of motorists convicted of driving with blood alcohol levels over the limit.

There are indeed good reasons to deplore the listing, but the thinking about punishment was quite wrong. The truth is the opposite. Few of the opponents of punishing twice, or in two instalments, explained clearly why it was wrong. Some seemed to assume that most other offenders, rapists say, are punished once by the law and receive no further punishment in the form of social stigma, and therefore it was wrong for the drivers to be singled out.

Others appeared opposed not so much to two punishments as to any punishment by "society". The law was the proper agent of punishment. Society should stay out of it. Quite what they, the Automobile Association, MPs and others have in mind to do to us if we do decide, for example, to avoid the company of, or look down on, or in any other way punish for a second time, released murderers and muggers, let alone drink-drivers, they did not say.

However, it is obvious, had they thought for a moment, that many offenders are indeed punished twice, that social disapproval is the norm. Moreover, though it may come, chronologically, after the legal punishment, it logically precedes it. The law punishes because society disapproves. The state contracts with its citizens to reinforce their dispositions with its sanctions. Thus it is doubtful whether states should, as a rule, punish anyone who would not also be punished by society. Punishment twice should be the rule. A society which tries to maintain its order by means of policemen, judges and warders alone, will soon lose it. They are merely extras, agents drafted in to assist the much more important source of order, society itself.

I imagine the reason for the television listing was to increase viewing figures. But one attempted justification might be to activate secondary social punishment. For 40 years, professional criminologists have been going on about "middle-class crime" and "white-collar crime", especially tax evasion, and what infuriates them is the lack of social dis-

approval for such offences. Why, they bleat in Oxford accents, can't the man in the street see these as as bad — one suspects worse for most criminologists — as those street offences the urban poor are forced by their poverty to commit. It is such thinking which might, if it were correct, justify the listing.

It isn't. Those listed are not, as they have often been called, drunk drivers. Most are drivers who have hurt no one but been found by the police driving with more than the legal limit of alcohol. The man in the street, it seems, has a rather refined view, which discriminates between those who intentionally kill others, those who kill them by driving when truly drunk, and those who neither intend nor kill or even hurt anyone at all, and are not drunk in any common-sense meaning of the term. Though he may disapprove of the last category, he does not reserve for its members the full disgust invited by the roll of shame. And just as they, and the shavers, are unlikely to arouse his wrath, even when shown on television, so there are other offences which the law punishes weakly, which he would punish more strongly.

The fundamental question is who decides about punishment and crime prevention, the laymen-victims-taxpayers, or the experts, the criminologists, the Home Office, the politicians and television producers. For nearly half a century the experts have ignored the moralistic thinking of the man in the street. They have scored his concern for corporal and capital punishment. They have derided his gut feeling that tax evasion and driving after a couple of pints are not the same as mugging and manslaughter when drunk. They have reluctantly allowed Neighbourhood Watch but only if there is no danger of it becoming what one of the report's authors calls "over-active and vigilantist", that is, people successfully protecting the homes and the bodies the experts have failed to protect. And for half a century crime has soared.

Crime Concern looks like another body of failed experts — Home Office consultants and representatives of the liberal Nacro, more concerned with the welfare of offenders than victims. It's already set to tell the man in the street what to do, blame him for not fitting enough locks to deter the criminals the experts can't catch and have even encouraged, and no doubt tell him which crimes he should be indignant about. The reverse is what is needed: a commitment to listen to the social codes and sentiments of the law-abiding majority upon which order depends, and to draft laws, punishments, and preventive strategies which seek not to correct and demoralize it, but follow and service it.

The author is Director of the Social Affairs Unit.

however... Pearson Phillips

See Everest and choke

I don't know why everyone is laughing at the German who wants to turn the old fortress of Colditz Castle into an hotel. Prisons and hotels have a great deal in common. And, unlike Nepal's Everest View Hotel, the castle will presumably not have to battle for custom against a reputation for killing off the guests.

I had heard all sorts of menacing folk tales about Everest View. One was that it had three taps in every bathroom, two for water and one for oxygen to resuscitate guests passing out because of the altitude. Finding myself in the vicinity, I thought I'd check it out.

I suspected I had made a mistake when I met a party of sherpas and asked them the way there. They gave me the look that Transylvanian peasants must have given to strangers asking the road to Dracula's Castle. "You really want to go?" said one. Having not slept in a bed for a month, I did. They talked among themselves for a bit, presumably wondering whether to warn me of the tales of guests who had left in coffins. "I have good bed for you in valley." No thanks. "OK. If you must. It's that path there."

It was built by a Japanese company on a rocky outcrop to provide tourists with a glimpse of Everest without the discomforts usually encountered in getting there. The parties were to embark by the jumbo-load from Tokyo, have a couple of days in Kathmandu, then proceed in a small plane to a specially built airstrip 13,000ft up in the Himalayas.

They would then board yaks for a short climb to the hotel itself, an extensive, luxurious establishment built in motorway-motel style. What awaited them there were the basic facilities of 20th century hotel life, plus a chance to admire the dawn sun hitting the roof of the world.

The concept was brilliant. Unfortunately it seems that no one had thought much about what happens to someone transposed without acclimatization from sea-level Tokyo to a perch 13,000ft up in the Himalayas. Altitude sickness is what happens. A severe headache and sleeplessness at best. Death at worst.

As I mounted the 24 granite steps to the plate-glass front door I was struck by the total incongruity of the place. What was it doing in

this land of smoke-filled stone huts and farms? It was a spaceship marooned on an alien planet. Also, it seemed to have been locked up and abandoned. But I could hear someone chopping wood. It was a Nepalese caretaker, who informed me that they were open for business and just happened to have a room free.

Thus began the strangest hotel night of my life. All the artefacts of a fully functioning luxury hotel were in place, just as they must have been when it was milling with excited, camera-toting, and no doubt headachy guests. It was as though a little corner of the 20th century, a bit of Milton Keynes perhaps, had survived some far-some Armageddon to be discovered intact centuries later.

There was no light, no heat, no water, no guests and no staff, apart from the one Nepali. But he was determined to carry on regardless. Through the gloom I could see the dining room, with all its tables laid with white cloths, spotless glasses and cutlery.

He had learnt his English working in a hospital (which again seemed ominous). It was medical jargon, rather than hotel-speak, which came out. Taking a candle he led me down a corridor. "Are you ready for bed-rest?" "Will you be taking nourishment?"

I found myself in a finely furnished suite, with silent telephones, dry bathroom, cold radiators and a bed with the cold, damp feel of death about it. There were buttons on a bedside console, offering three-channel stereo and some form of bed vibration, all long since inoperative.

I dressed for my solitary dinner in every bit of Arctic gear I had, and ate a bowl of rice by the light of one candle. There seemed to be ghostly tourists at the other tables in the shadows around me.

Was it true that people had actually died in the hotel, I asked. "Dead on arrival," he said. "We had two doctors. Finest medical attention. Plenty of oxygen. No problem." But why was the hotel empty? "Difficulties of logistics."

I didn't sleep much. But at 5am saw the dawn sun tinting Everest, one of the world's great views. And, unlike Colditz, this is at least one natural fortress that has so far defied the efforts of the mass tourist industry.



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AWAY FROM THE BRINK

Yesterday's 0.25 per cent cut in money market rates in France and Germany was those nations' barely visible response to the cut in the US deficit. Only as a down-payment on more substantial action is it encouraging. Now that President and Congress have agreed on a cut in the US deficit the need is for the countries which have a balance of payments surplus to complement that by injecting additional momentum into their own economies. The Germans have made a start on this.

The response in financial markets was swift. The dollar, which on Monday registered disappointment with the much more substantial US move on the deficit, picked up nearly 1.5 pence. The London stock market continued its modest recovery. Prices opened higher on Wall Street.

It was a good example of the way in which markets respond only to unexpected news while discounting more substantial events if they are already known. But at least the expansionary moves in Germany, modest as they are, can be coupled with the deficit contraction in the US to suggest that policy makers are prepared to take action against the imbalances in the world economy that were ultimately responsible for the stock market crash.

The measures taken so far are not enough to be certain of avoiding world recession. As the Chancellor of the Exchequer, Mr Nigel Lawson, said in a speech to the American and Canadian Chambers of Commerce yesterday, whether the stock market crash has a serious impact on world economic growth — and it is bound to have some impact — depends on the extent to which the major economic powers can agree on the appropriate co-ordinated response.

The Chancellor was being customarily direct. Having advised the Americans on their policies earlier this month, he yesterday urged a complementary response from the countries in balance of payments surplus. The Germans should see their domestic monetary expansion in the context of the strong counter-inflationary advantages which they receive from a strong mark. The Japanese must open their domestic markets more fully to imports. The newly industrialized countries of the Far East, particularly Taiwan and Korea, can no longer expect to demand open access to the markets of the West while heavily protecting their domestic markets.

Mr Lawson was right to urge action on the countries with a trade surplus and right too to warn that the US may also need to take further action. The Federal Reserve needs to be ready to raise interest rates to defend the dollar. This is not only to resist inflation but also to reassure markets that the US is no longer prepared to use the threat of a lower dollar against countries in surplus which refuse to expand their economies. The brinkmanship is too dangerous.

Fears that higher interest rates will lead to a US recession are real, though they should be less after the strong growth in the third quarter revealed yesterday. In the end, however, the US cannot afford to run a protectionist policy which attempts to preserve American jobs at the expense of an ever lower dollar and rising inflation.

Britain can claim for the time being to have got its policies about right. The economy is already running about as fast as it can go, and faster this year than any other major economy. This has contributed to a balance of payments deficit, but one which so far is manageable for a country with the second largest stock of overseas assets in the world. Yesterday's trade figures for October were again reassuring.

Nor is Britain calling on the rest of the world to finance a large budget deficit. Indeed in terms of British budget arithmetic it scarcely has a deficit at all. Britain's contribution to policy adjustments is therefore likely to be less than that of most other countries. It will not be a bystander, however. It will play its part, the Chancellor promised yesterday. That part will best be played by a modest cut in interest rates in the context of further action by other members of the G7.

THE MOOD OF IRELAND

In the aftermath of Enniskillen it was said that a turning point had perhaps been reached — that public revulsion against murder in Ireland would now drain support from the terrorists and their allies. Sadly there have been regular predictions of this kind and, equally regularly, they have failed to come true. The public revulsion fades in time and the IRA continues.

But the public mood since the deaths on Remembrance Sunday can be seen as part of a slower, deeper change. The most recent sign was the news yesterday that the search operation on both sides of the border had included a visit to the house of Mr Neil Blaney, the veteran Republican supporter and member of the Dail, who, nearly twenty years ago was a co-defendant in a Dublin arms-smuggling trial. One of the others subsequently acquitted was the present Irish Prime Minister, Mr Charles Haughey.

Mr Haughey holds power by a slender margin. Yesterday his government faced the inevitable parliamentary row arising from the raid on the house of a man whose vote is so vital to its own survival. For a Fianna Fail government — the Irish party traditionally most sympathetic to the Republican cause — to confront this challenge would signal that Mr Haughey was confident of support from public opinion. (Sadly, there were also signs yesterday that he was not confident enough to face down his own backbenchers over the implementation of the new extradition law and there are disturbing reports this morning of an unsatisfactory compromise.)

The joint arms search at least symbolizes some fresh determination to show inter-government co-ordination at work. Publicly announced joint searches have been rare in the past and on this scale, unknown. It seems possible that the tragedy of Enniskillen has made clearer to both British and Irish governments the need not only to be co-operating more closely on security matters but to be seen to be doing so. Such co-operation — and results — are the only way in which the Anglo-Irish Agreement will last beyond its first review at this time next year.

The arms found on the *Eksund* and the reports of previous similar shipments provide fresh evidence of the scope of the IRA's ambitions. They have also led to some misleading speculation about the possibility of frontal warfare against the security forces. This seems unlikely, unless the IRA has decided to change its strategy completely — and there is little other evidence to that effect.

The exact nature of the IRA's strategy affects the emphasis of the security policies used against it. That strategy seeks to separate Northern Ireland from the United Kingdom; murders of policemen and soldiers are not committed to inflict a military defeat, but to persuade the population and politicians of the British mainland that there is no point in staying in the north.

The weapons which trickle through the Irish coast are destined for a paramilitary campaign which relies on the drip effect rather than on a massive insurgency. It is also a campaign which relies on publicity to weaken British resolve; exotic weapons help to grab the attention of a weary public and to encourage the delusion that the IRA will never go away.

The atrocity at Enniskillen may have worked against this aim. It has helped encourage a realistic strength of purpose which has been especially evident south of the border — notwithstanding Mr Haughey's wriggling on extradition. As opinion in the Republic moves slowly away from irredentist nationalism to a long overdue adjustment to realities, so that adjustment has hardened Irish opinion against terrorism and the moral ambivalence which has often tolerated it.

People in the Republic have a deeper knowledge of just how long it takes to force well-rooted terrorists into the margins of society than many in Britain. Now more of them are prepared to say out loud that however long it takes, it can and must be done.

A WOMAN ON THE LIST

The Prime Minister has never been one for "women's issues". When, for example in magazine interviews, she has deliberately put herself forward as a woman, it has been in a most traditional way, never — to use the modish phrase — threatening. Any mention by her of the status of women in public life is thus unusual.

On Monday Mrs Thatcher went out of her way to make such a point after unveiling a plaque dedicated to Nancy Astor, the first woman to sit in the House of Commons. She said that she sends back to her officials shortlists of candidates for top jobs if they do not include the name of at least one woman.

There are two ways of greeting the Prime Minister's disclosure, both positive. One is to hope that the Prime Minister will keep up the pressure on the Public Appointments Unit which is already under orders to increase the number of female names on its list of those wishing to be considered for appointment to public bodies. She might also ask Lord Mackay of Clashfern whether he too is as fastidious about the little lists he regularly compiles of candidates for the lay magistracy. Was there a woman lawyer on the list his department prepared a few days ago before it chose a male barrister to head the inquiry into the King's Cross fire?

The Prime Minister is on record staunchly opposed to positive discrimination. If that phrase means preferring candidates who are less qualified, then the principle ought to be universally agreed. But it surely should not exclude recognition that women's career patterns must — if they are ever to have the

chance of reaching the top — make provision for their likely alternate roles as mothers. Any organization concerned to maximize its supply of talent must take the trouble to ensure that its female employees can as far as possible combine work and motherhood and bring together professional and domestic life.

Mrs Thatcher is the minister for the Civil Service, and has the opportunity as such to lead by example. In her name some progress has been made in making Whitehall a more hospitable environment for women civil servants. But female talent is still lost at every stage — at appointment, on promotion, during and after pregnancy.

Work practices may have to change to give women achievers a fair chance. The price may seem high but if the supply of high quality personnel is to be enhanced it is a price that is surely worth paying both in money and in short-run inconvenience to male officials and ministers unused to coping with part-time arrangements and job sharing.

Mrs Thatcher's remarks are welcome then, in a second, wider sense. To ensure there are women's names to put on those short lists at the top, much more needs to be done to structure employment from the bottom in such a way that women are enabled to take on domestic responsibilities without losing fair opportunity to progress up the ladder. The Civil Service has much to learn from enlightened employers in the private sector and, especially, in local government where — though she might dislike their politics — some impressive women have risen to positions of power and influence.

A 'crisis of exclusion' for youth

From the National Secretary of the National Council of YMCAs
Sir, As Professor Colfield (report, November 19) will know, the term "crisis of exclusion", referring to the political, social and economic exclusion of young people, is not a new one; it has been bandied around for over two years at least. It is our hope that the statement by the Prince of Wales (reported in the same article) will at last mean that something concrete is done about this crisis.

For voluntary organisations such as the YMCA this "crisis of exclusion" is a daily reality; the YMCA comes into contact with nearly a million young people each year, many of whom, because of personal or social difficulties or economic hardship, feel alienated from society, unable to engage fully in the life of their community.

The stated aim of the YMCA is to help young people develop in mind, body and spirit. We believe that only through this "whole" approach can young people really make the most of their lives. For this reason we support the notion of national voluntary service for young people, not as a panacea for unemployment, but to give young people a chance to spend a year participating and becoming involved in society.

It is vital that community service is not seen as something reserved simply for the unemployed who have nothing better to do. Rather, it should be an experience which cuts across social and economic boundaries; everyone, from the dumsman to the City stockbroker, should be encouraged to develop a greater sense of responsibility towards the community.

Such a scheme might also help to alleviate the pressures on social services by providing support in one-to-one caring, conservation work and urban renewal.

But to achieve this end we need more resources. It will only be

through a marriage of real commitment and real investment in training, leadership and facilities that we can encourage young people to make creative and productive use of their time.

The Prince of Wales has done much to help young people realise their own potential. Let's hope his concern will prove the trigger to a committed response from the Government.
Yours faithfully,
C. JOHN NAYLOR,
National Secretary,
National Council of YMCAs,
640 Forest Road, E17,
November 20.

From Lady Prior
Sir, The idea of a period of compulsory community service is not new. It was considered in depth, and much publicized some years ago, before being rejected largely because of its compulsory element. The Prince of Wales has rightly brought up the subject again.

Since that time much has changed. We have at last woken up to the need for far more and better training for work and for life-skills for all our young people. There are few who do not avail themselves of either further education or a place on a job-training scheme.

Why not include a community service element in all further education and training programmes? This might necessitate slightly increasing the length of training or educational programmes, but would certainly be cost-effective to run in comparison with starting up a whole new and separate community service programme. It also has the advantage of making young people aware that service to the community should be an integral part of working life.

Yours faithfully,
JANE PRIOR,
36 Morphet Mansions,
Morpeth Terrace, SW1,
November 19.

Presidential actions

From Mr J. C. Crookshank
Sir, The comparison between Roosevelt's actions without the support of Congress to bring America into the war against Hitler and Reagan's actions in Nicaragua may be closer than your leader (November 19) has it.

By September 4, 1941, when the American destroyer *Greer* was attacked by a U-boat, the American Navy was using the British naval base at Bermuda to control the Central Atlantic Neutrality Patrol, with up to six battleships, eight cruisers and 17 destroyers employed. It was operating air patrols from Canadian bases and had escorted an American guard force to Iceland.

Roosevelt used the perceived 1941 threat to Latin-American countries, which was not serious at the time but could have been so if the Germans had won the European war, rather than Reagan's using the 1980s threat from Russian involvement on the Latin-American mainland. A map purporting to show German air bases planned from Hungary to Mexico, which had been forged by British Intelligence based in Ottawa, played a key part in convincing Roosevelt of the seriousness of the Nazi threat.

As it transpired, America's war started in the Pacific and not in the Atlantic; but, as Roosevelt said in his broadcast to the American people on September 11, 1941, "when you see a rattlesnake poised to strike you do not wait until he has struck you before you crush him".

Reagan is carrying out his obligations under the Monroe Doctrine as Roosevelt and Kennedy did in their day and as he sees the position now.

Yours faithfully,
J. C. CROOKSHANK,
Ivy House, North Street,
Westbourne,
Nr Emsworth, Hampshire,
November 19.

Such conditions would have been a mockery. No one regretted this more than me. The anger of the audience (including that of journalists present) was not directed at me, but at the management of La Scala who had brought about the situation.

It is not true that I refused to sing unless the concert was transferred to La Scala. I realised that this would not be possible and made no such demand. Nor is there the slightest justification for your correspondent's speculation that I might have been retaliating for occasions when Italian singers have refused to sing in the United States. There was no link whatever between the two events. The sole reason my recital could not proceed as described above.

Yours faithfully,
JESSYE NORMAN,
c/o Schilling & Lom,
126 Baker Street, W1.

Living dangerously?

From Professor Philip Rhodes
Sir, One interpretation of your piece (report, November 23) on women ignoring risks to health is that despite unhealthy life styles and indulgence in smoking, drinking of alcohol and failing to exercise during this century they nevertheless have a life expectancy in England and Wales of 77.9 years on average.

What are the health educators now trying to achieve? Why are they so sure that they know what is best for others? Do their equations take everything into account? Yours faithfully,
PHILIP RHODES,
Fairford House, Lyndhurst Road,
Brockenhurst, Hampshire.

After the planes

From Lord Birkett
Sir, It is good to see Lord Abernethy (November 9) recommending the ginkgo as a street tree. Indeed it is good to hear of any suggestion for our streets other than the London plane, not because planes are not strikingly handsome trees; not because they are not amazingly pollution-resistant; not because the hurricane has taken such tragic toll of them; but because it is surely tempting providence to place such reliance upon any single species.

Already there is danger to the planes, from fungal disease or from winter salt-spreading on the roads, or both (There is a controversy about it). But if anything as fatal as Dutch elm disease were

to strike the planes, London and many other cities would be desolated in a way that would make even the hurricane damage seem mild.

There are many trees which would be both attractive and sturdy enough for street planting, just so long as they are planted in the street itself and not in the tulip that are beginning to disfigure much of central London. Trees properly planted somehow belong to the street; trees in tulip look as if they have been borrowed — here today, gone tomorrow.

Yours faithfully,
BIRKETT,
Great Allfields,
Balls Cross,
Petworth,
West Sussex,
November 10.

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November 10.

Burdens of age

From Mr Donald S. Minde
Sir, I was interested to read Mr Meehan's observations (November 23) on the incivility in the younger generation. Having what I consider to be the civility of an older generation (I am 63), I recently offered my seat in the London Underground to a middle-aged lady.

She and her female companion ignored me completely, but argued loudly and at length about which one of them should accept the seat while I stood there like a complete idiot.

As they seemed to be reaching no conclusion, a young man took advantage of the impasse and, with an amused smile, occupied the seat!

There must be a moral to this tale, but I am not sure what it is. Yours faithfully,
DONALD S. MINDE,
30 Aubrey Walk,
Kensington, W8.

Renewed doubts on 'trial by TV'

From Lord Hailsham of St Marylebone, CH, FRS
Sir, I rather doubt whether the public will be entirely reassured by Mr Richard Dunn's apology (November 18) for the proposed programme on Dr Waldheim.

I express, and have, no opinion as to the validity or otherwise of the "various allegations" concerning Dr Waldheim's past activities. But I do not believe that the presence or absence of a jury or verdict can alter the fundamental objections to the procedure proposed.

How can counsel on either side "present their respective cases before a panel of five internationally eminent jurists" with any hope of achieving a fair examination of the facts when one side at least has had no opportunity whatever of conferring with their "client", has not required from him any instructions to form the basis of his "case" or, if oral evidence is proposed, to provide the basis for cross-examination or

Frescoes remembered

From Mr D. Wilson
Sir, In his perceptive review of the exhibition of Edwardian art at the Barbican (November 16) your correspondent, Mr John Russell Taylor, asks, "who now remembers the work of Mary Sargent Florence?"

It may be of interest to Mr Russell Taylor, and maybe to readers of *The Times*, to know of the existence of a number of frescoes executed by Mary Sargent Florence which adorn the walls of the assembly hall of the junior school at Bournville, Birmingham, formerly known as the Undernominational School.

This school accepted its first pupils, I believe, during 1917, so presumably the frescoes, which illustrate biblical scenes, were executed at that time or shortly afterwards. They would have been done almost certainly at the instigation of Mr George Cadbury, founder of Bournville village and benefactor of the school.

As a pupil of the school from 1934 to 1938 I came to know those frescoes very well, since one or other of the scenes depicted frequently provided the text for morning assembly. The artist's name was often mentioned.

Yours faithfully,
D. WILSON,
73 Green Meadow Road,
Selly Oak,
Birmingham, West Midlands.

Europe post-1992

From Dr Caroline Jackson, MEP for Wiltshire (European Democrat (Conservative))

Sir, Publicising the 1992 deadline for the completion of the open market in the European Community is fine, but one wonders if the message about expanding opportunities can be got through to the right people in time. Certainly the attitude of British industry to the continental European market now does not augur well for our success after 1992.

This is vividly illustrated in Spain — an expanding market where pre-1986 tariff barriers against goods from other EC countries are coming down. Spanish consumers are very keen on British goods. Spanish industry is seeking British commercial partners. Spanish trade fairs want British participants.

It's true that the value of our exports to Spain has increased by 20 per cent a year recently. But the French figure is 40 per cent, and the Italians may overtake us. The record of British participation in important Spanish trade fairs is a wretched catalogue of cancellations and absence. Even when British firms do participate they often fail to take the fundamental step of getting information about products translated.

One aspect of this problem is that the idea of Europe as our "home market" has crept up on the present generation of export directors, trade association directors etc, whose ideas and priorities were formed in a differently-orientated commercial environment. We are notorious as a nation for the absence of on-the-job training. But such training, about the EC and about the implications of 1992, is urgently needed. Five successive feature pages in *The Times* (Spectrum, November 16-20) are not enough.

Yours faithfully,
CAROLINE JACKSON,
74 Carlisle Mansions,
Carlisle Place, SW1.

Burdens of age

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Sir, I was interested to read Mr Meehan's observations (November 23) on the incivility in the younger generation. Having what I consider to be the civility of an older generation (I am 63), I recently offered my seat in the London Underground to a middle-aged lady.

She and her female companion ignored me completely, but argued loudly and at length about which one of them should accept the seat while I stood there like a complete idiot.

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There must be a moral to this tale, but I am not sure what it is. Yours faithfully,
DONALD S. MINDE,
30 Aubrey Walk,
Kensington, W8.

the production of relevant witnesses?

And what is to be the function of the "panel of five internationally eminent jurists" if they are not, actually to adjudicate? Are they just to act as dummies, or have they the duty of ruling on the admissibility of evidence or attempting to keep the "respective counsel" in order?

Apart from the political question raised by Lord Caccia (November 10) as to the desirability of implicating (in effect) the elected head of state of an independent and sovereign nation, I question whether it is in the public interest to utilise in a perfectly artificial atmosphere a sort of legal charade.

Properly used, the legal process is a perfectly reputable method of ascertaining the truth of disputed facts, and an attractively staged mock trial of a historical character like Richard III may be a legitimate and enjoyable, even instructive, form of public entertainment.

But one is surely entitled to question the wisdom of using the device of television to create a false impression of a real trial to implicate a living human being, even if he were not, as is Dr Waldheim, a person of eminence in his own right. To do so is surely to make a mockery of the judicial process itself.

Where is this precedent going to end?
Yours etc,
HAILSHAM,
House of Lords.

ON THIS DAY

NOVEMBER 25 1882

To mark a further honour accorded by Queen Victoria to the Royal Water-Colour Society The Times devoted a leading article to an "art especially English" and pondered on the merits of a possible merger of the society and the Royal Academy

[UNITED ARTISTS]

HER MAJESTY has been advised to bestow upon the Water-Colour Society in Pall-mall East an honour to which public opinion will give a cordial assent. A year ago the QUEEN conferred upon the body the prefix of Royal. As a natural consequence to the title, the dignity of membership is to be confirmed by the grant of a diploma signed by herself. Besides the step in social precedence which a Royal diploma conveys, the favour places the members of the Society of Water-Colour Painters on professional equality with Royal Academicians. It is as if it were announced on authority that the country invites the Society and its chiefs to share with the elder and larger fellowship at Burlington House the trusteeship of British art. The dignity and confidence have not been awarded capriciously or experimentally. For seventy-eight years the institution which may now be considered to have been ennobled has upheld, without State fee or countenance, by mere right of good work, the standard of one important branch of painting. To the rooms in Pall-mall East the public has been in the habit of first looking to cultivate its own taste for a delightful pursuit, and to trace the progress which has been made. GEORGE BARRETT'S classic landscapes and JOHN VARLEY'S faithful English river scenes adorned its earliest exhibitions. Within half-a-dozen years from its commencement, the more celebrated names of COMPTON FIELDING and DE WITT appear in its catalogues. A continuous succession of others as famous or more famous followed. SAMUEL PROUT and DAVID COX, WILLIAM HUNT, and CHARLES CATTERMOLE, and J. F. LEWIS would have rendered any gallery in Europe illustrious. One of TURNER'S exquisite drawings has graced its walls, though TURNER himself was not a member. Its living members sustain and embellish the rank their Society has inherited. Their methods of manipulation have changed through a generous ambition to compass new effects. Not a few have added to the mastery of light and shade descended to them from their artistic forefathers a subtle sense of the harmony of colour which has rendered the ancient designation of their art as "drawing" an anachronism. While building their rainbow-banded castles in the air, they have never lost their hold upon earth. In simple loyalty to nature the contemporary exhibitions and exhibitors do not fall an inch behind the best which have preceded them.

State patronage might, perhaps, have been offered sooner had it been needed to recommend to English taste a desirable but alien accomplishment. Water-colour painters reasonably expect State recognition, which is now at length conceded, for the admirable work they have done to the glory of British art; water-colour painting is too racy and native to the soil to want State encouragement in order to exist.

The Royal Academy and the Royal Society of Painters in Water-Colours between them represent fairly the several branches of English art. All that the two bodies can do more thoroughly



COURT AND SOCIAL

COURT CIRCULAR

BUCKINGHAM PALACE
November 24: The Lord Plumb (President of the European Parliament) had the honour of being received by the Queen this morning.

The Right Hon Margaret Thatcher, MP (Prime Minister and First Lord of the Treasury) had an audience of Her Majesty this evening.

The Queen and The Duke of Edinburgh held an Evening Reception at Buckingham Palace for the Diplomatic Corps at which the Prince and Princess of Wales and The Princess Margaret, Countess of Snowdon were present.

The String Orchestra of the Irish Guards played selections of music during the evening.

Her Majesty's Body Guard of the Honourable Corps of Gentlemen-at-Arms. The Queen's Body Guard of the Yeomen of the Guard and a dismounted detachment of the Household Cavalry were on duty.

The Duke of Edinburgh, Patron and Trustee, attended Receptions at St James's Palace for young people who have reached the Gold Standard in the Duke of Edinburgh's Award.

His Royal Highness, Visitor and Honorary Fellow of the Royal College of Art, this evening opened the Great Exhibition at the Royal College of Art, Kensington Gore, London SW7.

Major Rowan Jackson, RM, was in attendance. The Princess Royal, attended Receptions at St James's Palace for young people who have reached the Gold Standard in the Duke of Edinburgh's Award.

His Royal Highness, Visitor and Honorary Fellow of the Royal College of Art, this evening opened the Great Exhibition at the Royal College of Art, Kensington Gore, London SW7.

The Queen was represented by the Earl of Arundel (Lord Chamberlain) at the Memorial Service for the Lord Cobbold (formerly Lord Chamberlain) which was held in the Church of St Lawrence Jewry next Guildhall, London EC2, today.

The Duke of Edinburgh was represented by the Lord Richardson of Dunblaine.

The Princess Royal was represented by the Hon Mrs Legge-Bourke, as Lady in Waiting to the Queen.

CLARENCE HOUSE
November 24: Lieutenant-Colonel E. J. K. O'Brien today had the honour of being received by Queen Elizabeth The Queen Mother, Colonel-in-Chief, 1st The Queen's Dragoon Guards, upon relinquishing his appointment as Commanding Officer of the Regiment.

Lieutenant-Colonel M. G. Boissard also had the honour of being received by Her Majesty upon assuming his appointment as Commanding Officer of 1st The Queen's Dragoon Guards.

Queen Elizabeth The Queen Mother, Colonel-in-Chief, The Black Watch (Royal Highland Regiment) was present this evening at a Reception given by the London Branch of The Black Watch Association at the Duke of York's Headquarters, Chelsea.

Mrs Patrick Campbell-Preston and Captain Niall Hall were in attendance.

Queen Elizabeth The Queen Mother was represented by Sir Martin Gilliat at the Memorial Service for the Lord Cobbold which was held in the Church of St Lawrence Jewry next Guildhall, London EC2, today.

Lady Angela Oswald has succeeded Ruth Lady Ferman as Lady-in-Waiting to Her Majesty.

KENSINGTON PALACE
November 24: The Prince of Wales, Duke of Cornwall, this morning received Mr David Landale at Kensington Palace.

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Today's royal engagements

The Queen and The Duke of Edinburgh will visit the Royal College of Defence Studies at 11.00 to mark its diamond jubilee.

The Duke of Edinburgh will present the Torch Trophy Trust Awards at a reception at Simpson (Piccadilly) at 6.00; and, as an Honorary Member of the Smeatonian Society, will attend a dinner at Great George Street, SW1, at 7.05.

Queen Elizabeth The Queen Mother will present long service badges to Queen's Nurses of the Queen's Nursing Institute at St James's Palace at 3.00.

The Prince of Wales, President, The Prince of Wales Advisory Group on Disability, this afternoon visited the Disabled Living Foundation, 380-384 Harrow Road, London W9.

Mr Humphrey Mews was in attendance.

The Prince of Wales was represented by the Hon Edward Adeane at the Memorial Service for the Lord Cobbold which was held in the Church of St Lawrence Jewry next Guildhall, London EC2, today.

KENSINGTON PALACE
November 24: Princess Alice, Duchess of Gloucester, as Patron, was present this afternoon at the General Meeting of the United Kingdom at Holy Trinity Church House, Bromford Road, London SW7.

Miss Diana Harrison was in attendance.

The Duke of Gloucester this morning visited the 125th Show and Sale of the Birmingham Agricultural Exhibition Society at the Bingley Hall, County Showground, Stafford.

In the afternoon His Royal Highness visited the Ancient House and later opened the Fongate Court Housing Scheme of the Beth Johnson Housing Association, Stafford.

The Duke of Gloucester, attended by Lieutenant-Colonel Sir Simon Bland, travelled in an aircraft of The Queen's Flight.

Princess Alice, Duchess of Gloucester and The Duke of Gloucester were represented by Major Nigel Chamberlayne-Macdonald at the Memorial Service for the Lord Cobbold which was held in the Church of St Lawrence Jewry next Guildhall, London EC2, today.

YORK HOUSE
ST JAMES'S PALACE
The Duke of Kent, Chairman of the National Electronics Council, this afternoon took the chair at the Council's Annual General Meeting and later attended the Mountbatten Lecture, which was given by Mr John Casells, at the Institution of Electrical Engineers, Savoy Place, London WC2.

Captain Michael Campbell-Lamerton was in attendance.

The Duchess of Kent, as Controller Commandant, this morning attended the 1987 Formal Conference of the Director Women's Royal Army Corps at the Ministry of Defence, Whitehall, London SW1.

Mrs Peter Wilmet-Stewart was in attendance.

The Duke and Duchess of Kent were represented by Sir Richard Buckley at the Memorial Service for the Lord Cobbold which was held in the Church of St Lawrence Jewry next Guildhall, London EC2, today.

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Lady Angela Oswald has succeeded Ruth Lady Ferman as Lady-in-Waiting to Her Majesty.

Notice to investors.

The rate of interest on investment shares and deposits will be reduced by 1.00% p.a. except as set out below.

The rate of interest on Cardcash accounts with balances of £2,000 and over will be reduced by 1.13% p.a. and on Premium Xtra accounts by 0.99% p.a.

The rate of interest on investments of individuals who are not ordinarily resident in the United Kingdom and in respect of whom the Society has received an appropriate declaration will be reduced as follows:

Special Investment Certificates and Special Investment Accounts (second issue) by 1.34% p.a.
Deposit Cheque by 1.35% p.a.
90 Day Xtra (balances of £10,000 and over but less than £25,000) by 1.38% p.a.
Cardcash (balances less than £2,000) by 1.39% p.a.
Special Investment Accounts (first issue) and Convertible Term Shares by 1.40% p.a.

90 Day Xtra (balances of £25,000 and over) by 1.46% p.a.
Monthly Savings, 28 Day Xtra (balances of £500 and over), Instant Xtra (balances of £500 and over but less than £2,000, and balances of £5,000 and over but less than £10,000) by 1.47% p.a.

90 Day Xtra (balances of £500 and over but less than £10,000) and Instant Xtra (balances of £2,000 and over but less than £5,000 and balances of £10,000 and over) by 1.55% p.a.

Deposit (other than Cardcash), Subscription Shares and Matured Subscription Shares by 1.56% p.a.
Cardcash (balances of £2,000 and over) by 1.64% p.a.
Premium Xtra by 1.72% p.a.

The rate of interest on Deposit Cheque accounts subject to the basic rate of tax will remain unchanged.

Some classes of investor will receive separate notices which will then replace this notice.

The new rates will apply on and after 1st December 1987.

HALIFAX BUILDING SOCIETY

TRINITY ROAD, HALIFAX 25TH NOVEMBER 1987

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HALIFAX BUILDING SOCIETY

TRINITY ROAD, HALIFAX 25TH NOVEMBER 1987

Horticulture

Tree growers defy hurricane

By Alan Toogood, Horticulture Correspondent

Two large displays of conifers at the Royal Horticultural Society's show form a fitting epitaph to the many large specimens lost to National Trust gardens during the hurricane last month.

Nymans Gardens, of Handcross, Sussex, have many fine specimens in their collection, such as *Picea radiata* which, ironically, is often planted as a windbreak. Less than 10 per cent of the collection of exotic conifers planted between 1900 and 1914 remain.

Sheffield Park Gardens, near Uckfield, Sussex, are showing many of the rare species which were lost, such as *Picea polita* and the very rare and 'irreplaceable' *Juniperus drupacea*. Both of these exhibits were awarded gold medals.

However, the show which opened yesterday in Windsor, has a mainly exotic theme, with the Royal Borough of Kensington and Chelsea (which gained a gold medal), and Amore Exotics, of Lodeana, Hampshire, showing tropical foliage and flowering plants. Both are featuring the highly coloured *Corydalis terminalis* var. *White* 'Peaches', which is a 'Lord Roberts', with bronze and pink striped foliage.

Mr and Mrs W. L. Tjaden, of Welles, Kent, are showing many of their own seedlings of crab cacti (*Schlumbergera*), which flower earlier than the similar Christmas cacti. One variety, 'Gold Charm', changes the colour of its flowers

according to temperature: they are yellow in warm conditions and pink when cool.

In the RHS competition for trees and shrubs, the Rosse Cup, for conifers, has been won by Amore Exotics, of Lodeana, Hampshire. The class for berrying trees and shrubs was impressive; it was won by Lord Abernethy and the National Trust, of Bodnant, Cymru, with *Cotoneaster conspicuus* 'Gill Edge', with yellow-edged berries. The evergreen foliage shrub, *Eleagnus ebbingei* 'Gill Edge', with yellow-edged leaves, gained a first prize for G. S. Thomas, of Heston, Surrey, and has also been awarded a first class certificate.

In the RHS late apple and pear competition, C. P. Hollis, of Romford, Essex, and Dr J. M. Voog, of Osterley, Middlesex, have won the classes for three varieties of dessert apples and have included modern varieties like 'Idared' and 'Sunset'. In the classes for three varieties of cooking apples, the winner, H. T. T. of Long Eaton, Nottinghamshire, and G. E. B. of Long Eaton, have included the modern variety 'Crispin' in their exhibit.

Brian Hargreaves, of Orpington, Kent, has been awarded a gold medal for watercolour paintings of pests, diseases and disorders of garden plants.

The show is open today from 10 am to 5 pm.

Memorial services

Lord Cobbold
The Queen was represented by the Earl of Arundel and the Duke of Edinburgh by Lord Richardson of Dunblaine at a service of thanksgiving for the life of Lord Cobbold held yesterday at St Lawrence Jewry next Guildhall.

Queen Elizabeth The Queen Mother was represented by Lieutenant-Colonel Sir Martin Gilliat, the Prince of Wales by the Hon Edward Adeane, the Princess Royal by the Hon Mrs Legge-Bourke, Princess Alice, Duchess of Gloucester and the Duke of Gloucester by Major Nigel Chamberlayne-Macdonald. The Duke and Duchess of Kent by Lieutenant-Commander Sir Richard Buckley and Princess Alexandra by the Hon Angus Ogilvy.

The Archbishop of Canterbury said the commendation, Canon David Burgess officiated and Lord Cobbold, son and Mr Robin Leigh-Pemberton, Governor of the Bank of England, read the lessons. Lord O'Brien of Louthbury gave an address.

Lord and Lady Home of the Hirsell, Lord and Lady Wilson of Rievaulx, Mr Edward Heath, MP, and Lord and Lady Callaghan of Cardiff attended. The Lord Mayor was represented by Commander and Alderman Sir Robin Gillett. Others present included:

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THE ARTS

TELEVISION

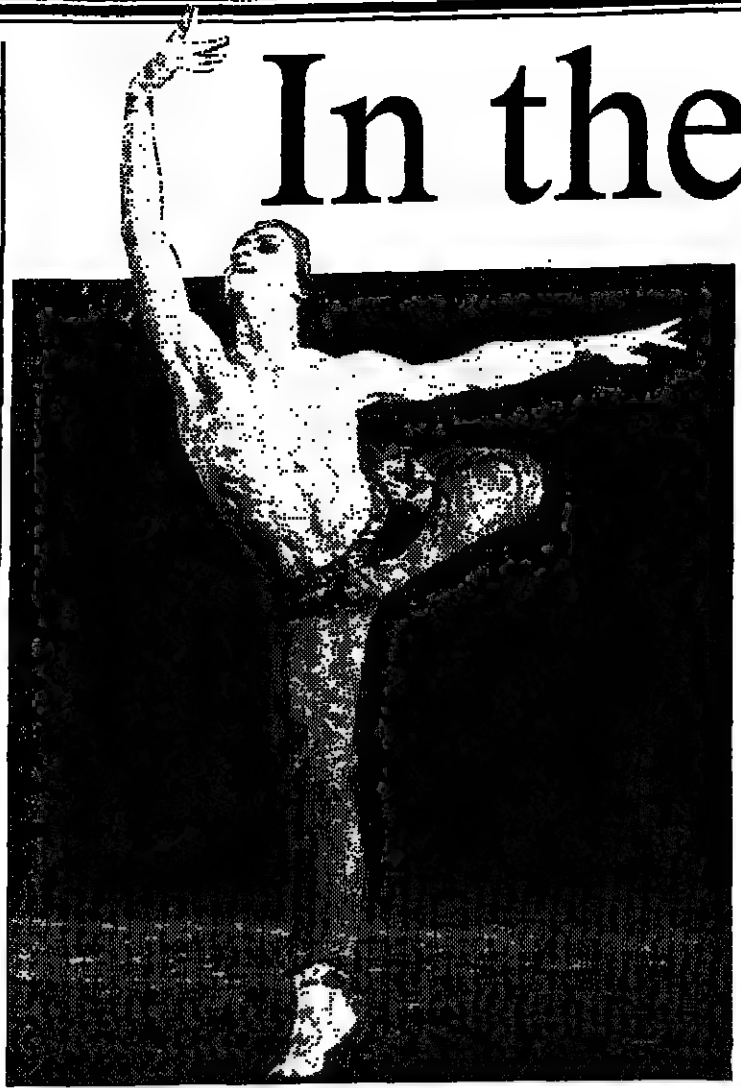
Crucial issues

The issue of police brutality towards blacks was raised in two programmes last night. In one a black man stood outside a police station and gave some advice for those forcibly invited inside on "how to keep your head while all around are getting theirs kicked in". This of course was a joke, the latest "Guide to Cruciality" from *The Lenny Henry Show* (BBC1) and that endearing egomaniac Brixton pirate DJ of incredible street credibility, Delbert Wilkins - played with customary energy and accuracy by Henry himself. This week, Wilkins' continuing comic-book conflict with the police was played out on the cricket field. When dealing with such social tensions, disarming humour is much better than inciting hatred but, as the series shows, it risks a cosiness which sometimes anodyne wishes away problems rather than confronts them.

There was no wishing away brutality for the black man whose murder by the South Africa police was recounted again in *Cry Freedom: the Inside Story* (BBC1). This was not the inside story of the death of Steve Biko so much as the inside story of Sir Richard Attenborough's latest film which, as everyone must know by now, combines the story of Biko with that of a newspaper editor, Donald Woods. Mercifully, we did not really get inside the inside story, into the endless wrangles and complicated deals that go into the making of any picture, but were given a promotional film with location reports.

This sought both to confirm the moral seriousness of the enterprise with documentary background yet trivialized it because the set of any film, however worthy, is full of comic absurdities. Centre stage, of course, was Attenborough himself. Somehow he always manages both to invite ridicule and admiration, the self-parody of his manner (a Hack-Finn hat topped those glasses and sideburns), complementing his courage and conviction. If he met the Devil, you know Dickie would call him "darling", perhaps even sup with him, but give him a piece of his mind - and be criticized for selling out to both God and mammon.

Andrew Hislop



Farukh Ruzimatov: technique not seen since Nureyev danced the role

In the steps of Nureyev

John Percival sees a new star emerge as the Kirov Ballet performs in Paris

During the past 25 years, one short sequence from the once famous old ballet *The Corsair* has become known around the world as a showpiece of classical virtuosity, but few of us can expect to see the entire ballet. Now the complete work has burst upon the West, opening a long Paris season by the Kirov Ballet from Leningrad.

The company arrives as the best and last of four troupes invited to the annual Paris International dance festival, which celebrates its 25th birthday this year. The festival's usual home is the Théâtre des Champs-Élysées, which has just re-opened after a splendid renovation of its original 1913 designs.

That is where the other companies appeared: Ballet Théâtre Français from Nancy, relying heavily on guest stars in a Lifer programme; London Festival Ballet; and the Royal Danish Ballet, whose production of *La Sylphide* had one of the stodgiest performances I can remember.

The Palais des Congrès, where the Kirov is playing, is a less attractive hall, but its big auditorium permits a top price of only 300frs (equal to ordinary ballet nights at the Paris Opera or Covent Garden), while the wide stage does

justice to a spectacular production.

The Corsair began life in Paris in 1856, quickly became an international hit but survived only in Russia. Over the years it has acquired innumerable new libretti, musical interpolations and choreographic interpretations. This latest, premiered in Leningrad only six months ago, is staged by the veteran ballet master Fiod Gusev.

The ballet owes its title, the names of four of its characters, but not much more to a poem by Byron. The hero, Conrad, is a bad bold pirate with a heart of gold. The action mainly concerns his rescue of a Greek girl, Medora, from the clutches of a slave dealer, Lankemed. Thanks to a potion which, sprinkled upon flowers, knocks out anyone rash enough to smell them, Lankemed gets a second attempt, but with the same outcome.

This is thin for a three act ballet, but that hardly matters because the confrontations, disguisings and battles maintain enough animation between the set dances which are the chief attraction. Besides, to

reinforce the theatrical impact there are some big spectacular effects.

One can hardly complain that some key episodes are treated with a slight hint of tongues in cheeks, especially the episode with the poisoned flowers and the late arrival of pirates disguised as pilgrims to gain admission to Seyd Pasha's palace and save Medora. There is sincerity enough in the playing whenever it is needed.

As for the dancing, the well-known *pas de deux* turns out in this context to be a *pas de trois*, with the male role supplemented and shared between Conrad and his faithful servant, Ali. This role introduces the 24-year-old Farukh Ruzimatov who, in his first season in western Europe, has at once established himself as the Kirov's new male star.

He comes from Tashkent in Soviet Asia, and has a voluptuousness, a sense of drama and a technique not seen since Nureyev, who introduced it to the West when he too was 24.

However, having seen three

performances with an assortment of different dancers in various roles, I can safely say that the ballet is enjoyable whichever cast you catch. Ruzimatov's role is not the lead (he will have much bigger parts during the season) and his alternate in it, Alexander Lunev, is another young man of notable quality.

Conrad, his treacherous friend Birkanto and the comically sinister Lankemed are all well played, but apart from Ruzimatov it is the women who dazzle most in this ballet. I have not yet seen Olga Chenchikova's Medora, but judging by previous seasons deserves the praise she has received.

The exotic (but in this role curiously cool) Altynai Assylmuratova is the general favourite; I enjoyed more the beautifully assured, warm and open performance of Tatiana Terekhova, and also the marvelous freshness, brilliantly secure technique and vivid, clear, wholehearted acting of the tall, very young, Yulia Makhalina.

And when shall we see all this in London? Not soon, I fear. The Kirov Ballet is in Paris until January 10 with seven programmes; performances Tuesday to Sunday. *The Corsair* is scheduled again for Christmas week.

JAZZ

Paris in the swing

Paris Reunion Band
Ronnie Scott's

Frith Street has a Gallic air this week, from the background music between sets to the posters on the walls.

The special decor provides an appropriate setting for the Paris Reunion Band, a group of eight American stars who at one time or another were all based in France. Formed in 1985, the band was originally planned as a special touring unit under the aegis of the late Kenny Clarke, the legendary drummer who settled in Paris in 1956 and became the unofficial leader of its jazz community.

Over the years the personnel have undergone several changes, with players of the calibre of Johnny Griffin and

Slide Hampton passing through. At the moment the group boasts perhaps its strongest-ever front line with Nat Adderley and Woody Shaw on trumpet, Nathan Davis and Joe Henderson on saxophone, alongside the trombonist Curtis Fuller.

There was an exhilarating air of disorganization on their opening night, mainly due to a shortage of rehearsal time. But watching such accomplished musicians groping their way towards a cohesive sound can be more interesting than seeing a well-drilled machine go through the motions.

On most of the numbers, such as Davis' "Hot Licks" and the opening Clarke theme, the emphasis was on hard blowing rather than intricate orchestration. The most ambitious voicings were reserved for the new arrangements of "The Old Country".

The performance came to the boil with a blues composed by the bassist Jimmy Woode. His complex introductory solo prefaced some effortless, timeless choruses, underpinned by Kenny Drew's piano. Idris Muhammad, normally a fiery drummer, was unobtrusive yet incisive - in other words, pure Kenny Clarke.

Clive Davis

CONCERTS

Phobias, taboos, dreams

ECO/Tate
Elizabeth Hall

Within the uneasy dream atmosphere of the 1958 song-cycle *Nocturne* lies the source of many of Britten's preoccupations in the 1960s. The *Nocturne* is, in fact, the sort of dream that psychiatrists dream about - full of the oblique imagery of repressed phobias and death-wishes.

There is Coleridge's "lovely boy", vulnerable when he strays away from mother; the vision of mob violence and of state genocide; and the portrait of the kraken, Tennyson's repulsive beast of the deepest ocean (or of our deepest subconscious) that will one day rise to the surface, terrifying "men and angels". What is remarkable is that

Britten (inspired perhaps by Jung, whose writings first appeared in English in the 1950s) explored taboo territories without stepping outside the popular canon of English poets. Moreover, his musical idiom here is a Berg-like web of covert meaning.

Robert Tear's performance, with the English Chamber Orchestra under Jeffrey Tate, was not always glorious in timbre, but it was masterly in its restraint and intelligence. He relished, as all tenors do, getting his teeth into the "wonderous grots" and "enormous polyps" of *The kraken*, but displayed more subtle skills too: a stately *sprechstimme* for Wordsworth's evocation of the September Massacres; a summoning of big tone for the Mahlerian setting of the Shakespeare sonnet, where the ECO also crowned a spotless display of chamber-orchestra craft.

Earlier the fetchingly costumed Nigel Kennedy had given a delightful performance of Mendelssohn's Violin Concerto. Not everything came off, for Kennedy is not a technical perfectionist (there are quite enough of those around). He offers something more precious: risk, genuine sensibility and passion. The concerto was partnered by Mendelssohn's orchestration of the Scherzo from his Octet - an enjoyable rarity, once the ear becomes accustomed to those alien bassoons and clarinets chording away.

Richard Morrison
Salzburg
Mozarteum/Graf
Barbican

The Barbican, it seems, is becoming a more and more inhospitable place for audiences. Bland cafeteria food, a dearth of properly functioning lavatories and, worst, a stifling heat all contributed to the comfort of the paying customer on Sunday. One hopes that the backstage management takes better care of visiting artists, but perhaps it does not, for the playing in the first half of the Salzburg Mozarteum Orchestra's all-Mozart programme had a decidedly depressed aura about it.

All the same, many good musical qualities were on show. The strings make a sophisticatedly lush sound, while the woodwind are just as highly polished (there are no concessions here to period style playing). And although the Paris Symphony did lack that vital element of daring cut and thrust it was rhythmically well-pointed, and in all other respects - of speeds, ensemble, intonation - perfectly, if only, acceptable.

One had to wait until after the interval for the orchestra to show signs of spontaneous imagination, and they came in a work that many lesser assemblies might have been tempted to take for granted, namely the G minor Symphony, No 40.

Here the conductor, Hans Graf, instilled in his musicians a real hunger for the drama of the piece. The Andante, in particular, was finely shaped and, helped by some delectable woodwind playing (this was the more commonly heard version, with clarinets), took on a momentum rarely encountered in any performance.

Between the symphonies, the pianist Steven de Groote's performance of the C minor Piano Concerto, K491, was accomplished, well detailed and confident. Despite a beautifully pure slow movement, however, the problem was simply that he did not make the music sound new enough. Performance, surely, is all about doing that.

S.P.

THEATRE

A wife with no life

A Month In The Country
Richmond Theatre

For the garden scenes in this Cambridge Theatre Company production of Turgenev's romantic tragedy-comedy, Poppy Mitchell's design includes lofty slabs of pale green toptiary, probably made of that spongy stuff people stick flowers into.

Look at the slabs attentively, however, and they are evidently water-thin, an obvious advantage for a touring company.

With another eye-catching feature of this production present in all the scenes, namely Celia Imrie's central performance as Natalya, two-dimensionality is just as obviously a severe handicap.

Here is a woman of psychological complexity, the bored wife of a country landowner, with a famed admirer on hand to read her *Monte Cristo*, who

suddenly finds herself overwhelmed with love for her small son's handsome young tutor.

Even when she grasps what is happening to her, she admits and denies it in alternate sentences, flustered by an unacknowledged love and a jealousy of her young ward that she cannot acknowledge either.

Yet Miss Imrie seldom lets her voice escape the narrow range she imposes on it in the very first scene. Quick to interrupt, unconvincedly swift to pronounce thoughts that should really knock her sideways, she lets the words come rattling out, remarking on the tremors of her heart with the same show of enthusiasm she displays for the quality of the raspberries.



Celia Imrie as Natalya with Richard Heffer as Rakitin

Bill Pryde's direction allows her to give an interpretation that bounces along the surface, so that at crucial confrontations the other performers can engage with their own changing emotions but not with hers.

Richard Heffer's Rakitin presents the pain behind the old admirer's languor; Gerard Logan is a conspicuously handsome tutor, touchingly confused by the gentry's passion for him. Maggie O'Neill matures from wardship to womanhood with fine vehemence, and there is a truthful, confident performance by Daniel Mason as the eager boy. But lacking a eloquent Natalya the occasion is like a month without a Sunday.

Jeremy Kingston

Poetry on the piano

LONDON
DEBUTS

An impressive new pianist was Balázs Szokolay, son of the eminent Hungarian composer Sándor Szokolay. He has a brilliant track-record of continental awards, and at 26 commands a virtuoso technique of imposing consistency, marred only by a curious reluctance to finish a phrase cleanly and without pedal distortion.

He was much at home in Bartók, whose two *Elegies* were played with requisite sense of structure and resource that belie their poetic title.

Another accomplished exponent of Bartók was the violinist Ani Schnarch, Romanian-born and now living in Britain, encompassing the wide emotional and technical scope of the Sonata No 1. She was ably partnered by Piers Lane.

Alvin Moisey was a piston-packing pianist in *Deux Etudes de sonorité* by the Canadian François Morel, and had a splendid command of keyboard timbre for the suite from Stravinsky's *Petrushka*.

Amelia Young was a cellist of no mean potential in the sustained romantic ardour of Franck's Sonata. Richard Greenwood at the piano was also an assured partner for the more varied character of Debussy's Sonata.

Miguel Garau and Fernando Millet, an Argentinian duo now based in France, are persuasive advocates of the kind of relaxed guitar partnership that seldom raised the emotional temperature. The aptly-titled *Les Deux Amis* from the guitar duets of Fernando Sor was played with polished style and verve.

Noel Goodwin

Brilliant young Japanese pianists might come two a penny, but few of them come quite as young, brilliant and sensitive as Mari Kodama, who is still only 20. In her recital she was able to explore deep beneath the surface of Chopin's B flat minor Piano Sonata; and though there were eccentricities - like her tendency to accent certain notes in the finale as though they marked the outline of a theme, her interpretation was obviously the result of due consideration rather than a desire to

102 No 1, and at once it was obvious, despite Goodwin's confident though slightly uncomfortable-looking technique and pleasant sound, that something was missing in sheer dramatic weight. Neither player yet possesses quite enough force of personality to be able to turn the interminable and uninspired finale of Grieg's Sonata into something compelling, either, while it was surely an error of judgement of Turner's to play with the lid of the piano closed. He sounded far too reticent throughout. Evidence of Goodwin's promise (she is still only 21) came, however, with her mature reading of Britten's Third Suite, where at last she seemed in direct touch with what lies so eloquently beneath the notes.

Stephen Pettitt

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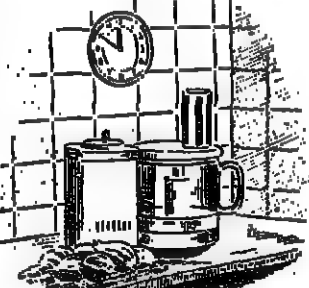
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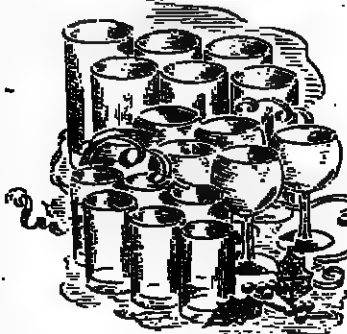
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WEDNESDAY PAGE

Schooled for success?

A revolution in state schools will come too late for the increasing numbers of families who have already voted with their feet and switched to private education. But is the move paying off? Sarah Drummond met some pioneers

ADAPTING TO DORMITORY LIFE

William Rye is a thoughtful, original and articulate 16-year-old. He has an older brother and sister, and all three went to Swavesey Village College, a comprehensive with 800 pupils, two miles from their home near Cambridge. William's father went to a public school, and his mother (who was mainly privately educated) until recently taught at the school her children attended.

There is no sixth form at Swavesey; William's brother took A levels at a local sixth form college, and his sister went on to Bedales, which she enjoyed enormously. But William's main reason for wanting to go to Bedales is the school's emphasis on drama. The family know Bedales because William's uncle teaches English there. William got nine O levels, with four A grades, English, history and geography are his A level subjects.

William's first impressions still strike him deeply. "It's insular," he says, "both the place and the people. I suppose it's because people live here — and for the first week I had not a clue what was going on in the outside world."

He was not apprehensive about boarding, but nonetheless, "it was a wrench to be away from home — and I got depressed occasionally". (He says he did at half term at home, too, and puts it down to adolescence.)

"I spent the first week finding my feet, finding my way around — and it was definitely difficult to adjust and quite unpleasant... it was a culture shock."

Bedales is renowned as a school that puts much emphasis on friendships, and some past pupils have described its atmosphere as "very cliquey". Certainly William experienced a disquieting uncertainty

as to whether or not he had been accepted. "But I think it's OK now," he admits — somewhat diffidently — that he is beginning to enjoy himself.

He describes the teaching quality as very high. "Possibly because they can afford well qualified teachers — not that this necessarily means they can teach," he adds. He likes the Bedales habit of calling staff by their Christian names, and is glad to have dropped the wide syllabus.

He doesn't mind dormitory life, "though it's impossible to read — I read two books by David Lodge at half term, and I have started one since — and if you're feeling low someone will make you laugh". Sometimes William goes to work in the library. "The library is probably the school's best asset," he says approvingly.

Drama is proving as interesting as he had hoped. "It's a very good standard — and there's lots of it." They are currently rehearsing *The Mad Woman of Chaillot* by Giraudoux and he declares he is pleased with his part and that rehearsals "are quite intense".

Considering that Bedales is a famously progressive school, the discipline and rules to an erstwhile day boy appear irksome and sometimes unnecessary. "But they're not too dreadful: if you live in there have to be rules." Fairly recently the school became more sports oriented, and William is not a sportsman. "I'm very definitely an exception."

At half term he saw some of his old school friends — and heard that many of them were leaving college and beginning to drop out, missing classes. This seems to reinforce his realization of his own sense of enjoyment. "And work has got better since half term," he says. "Perhaps I'm adapting: I'm not so behind."



Leaning towards learning: Karen (left) and Liza Boyle, 16-year-old twins, in the library of their new school

Karen and Liza Boyle live in a pin-needle house in the leafy suburb of Hampton. The family is Irish and Catholic, and the 16-year-old twins have been strictly brought up and treated as "individuals with something interesting to say" according to their father, Olaf.

He runs a company making artificial limbs and drives to Egham every day; his wife, who used to be a medical secretary, now works as his part-time secretary, but is always home to welcome the girls back from school.

Karen and Liza describe themselves as swots but they belie the image: they are vivacious and talkative; they laugh a lot, and refer to each other over most matters. They have always been hard workers. "I've never pushed them," their mother, Frances, says. "I have to say 'Stop, that's enough now'."

Karen and Liza went to Gumley House Convent School for Girls at Isleworth,

CONCENTRATION AND CONFIDENCE

where each got nine O levels. They left, partly because of disruption caused by the teachers' strikes, and partly because uncertainty hung over the future of the school's sixth form. Also, their parents had become disenchanted with the comprehensive system. "I don't agree with pupils all working at their own pace," Boyle says.

The family liked Lady Eleanor Holmes, a very well thought of girls' private school. Karen wants to be a vet (and needs three A level sciences, with two grade As and one B); Liza wants to go into paediatrics (for further studies she needs three Bs — in mathematics, biology and chemistry). Both love the new school. "It's such a good atmosphere, and we like the tutor group basis — we're in groups of 15 or so," Liza says.

They find their school life far more structured and disciplined than before. "Discipline and standards had dropped a lot at Gumley," says their mother regretfully.

Karen says: "The teachers are very willing and interested in the pupils — if you say something to one, it goes around, and you find the other staff know — you get the feeling they really are interested." All this comes as a novelty. "Of course there are far more staff here... in the sixth form, we're treated as adults." At their old school there were often 36 in a class. Now, working in small groups, they say they can concentrate far better.

Sports were good, "but now there is far more choice — and girls who do sports are much more committed."

The Boileys are also appreciative of the options — languages, typing, swimming, and feel their education is broadening out. "There are discussions on current affairs, drugs, medicine, how to fill in UCAS forms — I don't think we would have got all that at our last school."

The noise and the giggling in the library at Gumley had made working there difficult. "At LEH there's total silence in the library," Liza says. "And there's an excellent sixth form library, with all the books you could want for A levels."

Waving the star spangled banner

The Daughters of the American Revolution have been talking turkey in London

Every Thanksgiving, the Daughters of the American Revolution gather at the US Embassy in Grosvenor Square, London, for talk, tradition and turkey. This month the Daughters (motto: God, Home and Country) had an extra reason for meeting. They are already making preparations for the society's centenary in 1990. And members of the DAR's London chapter met for a sneak preview of *Portrait of a Daughter*, a misty-eyed view of the society's contribution to history and the lot of the huddled masses.

Opening with the glint of sunlight on muskets, the movie romped through a couple of hundred years in about half an hour. Daughters were seen at work rescuing children from "broken home situations" and dishing out flags and citizenship manuals to new Americans.

The last real "Daughter of the Revolution" was Annie Knight Gregory, whose father was a drummer boy with Washington at Valley Forge, died more than 40 years ago. Later-day Daughters, who have to be descended from someone who helped on the "right" side in the revolution, tend to be fiercely patriotic WASPs. They are also generally rather more elderly than their Daughter status might imply.

Among those gathered for the preview was Nancy Gough, a Colonial Dame as well as a Daughter. Like the Daughters, Colonial Dames expend most of their energies on a mixture of culture and good works. In London, their main project is the restoration of the Benjamin Franklin house near Charing Cross. But they score over daughters in historical prestige.

"I had an ancestor who was a Puritan minister, but to be a Colonial Dame, you have to have someone who was in public service before the revolution," Mrs Gough says. "I had to dig deep, but eventually I found an ancestor who came from Bishop's Cleeve, Stafford, and was a member of the State Legislature in Connecticut."

Hereditary societies abound

The Daughters of the American Revolution have been talking turkey in London

in the US, from the Mayflower Descendants to the Daughters of the Barons of Runnymede. The DAR and the Colonial Dames are simply two manifestations of a flourishing national obsession. Nancy Reagan is a Daughter. So, too, is the astronaut Margaret Rhea Seddon, who took a DAR banner into space on the Discovery. But most of the 209,000-plus members are ordinary home-loving women who belong simply because their mothers did.

The Daughters, whose declared aims are historic preservation, promotion of education and patriotic endeavour, are officially non-political. But every April, on



the anniversary of the Battle of Lexington, chapter representatives meet at the DAR headquarters in Washington to discuss issues of the day. This year, delegates had a three-hour debate on Aids.

"People are generally more interested in visiting the ancestral home of George Washington, or seeing where the Mayflower sailed from," Mrs Gough says. "They're not really interested in the political things."

A friend standing nearby chipped in, unintentionally proving the point. "Lord Hailsham spoke at our President's Day Dinner — he's Labour, isn't he?"

Sally Dugan

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Cut-price frills

Laurel Herman's name is familiar to smart second-hand roses who long for a little something from Kenzo, Armani, Cacharel and Ermenegildo Zegna — which takes its nearly-new and often unworn garments from friends and fashion-business contacts — has moved in time for the Christmas party season into permanent, spacious premises at 18a Lamballe Place, London NW3. Shoppers can enjoy homely touches such as non-stop coffee and dressing gowns to drift around in while they browse for frills and furbelows (or plenty of more sensible daywear) and there is objective advice for the sartorially shaky. Call 01-586 7925 for an appointment.

Thief relief
Allan Drake, a crime prevention officer and author of the comprehensive *Personal Security Handbook* (Sphere £9.95), believes that alarms are the most effective deterrent to burglars. Window locks come a close second. Women, he has observed, "are particularly prone to long-term distress after their home's been ransacked. It makes many instantly want to move home". To avoid such upset and upheaval, the book includes detailed instructions and diagrams to help prevent break-ins, car thefts, muggings.

BRIEFLY

A round-up of news, views and information

Quote me...



"I would like to speak French and Italian fluently. I would like to sing opera, but that's not going to happen. I would like to run for political office, but I don't think that's probable either. My husband (Paul Newman) says that when I'm on my deathbed I'll be saying, 'Wait! I'm not finished!'"
Joanne Woodward

Potato posy

Why say it with boring old flowers or chocolates when you can say it with... potatoes? The new, post-dinner party gourmet thank-you gift trend sweeping foodie America (a nation so obsessed with obscure provender that one New York delicatessen sells no less than four different kinds of edible fern) is to dial-a-spud, which will dispatch — for \$24.95 (or just over £14) a box of 16 hand-buffed and boxed "designer potatoes" to your friend or hostess. Recipients can tuck into a selection of Bintjes (slightly sweet), All blues and Ruby Crescents, an idea dug up in — naturally — Idaho...

French fancy

The award for Britain's most fervent francophile must surely go to Storehouse supremo Sir Terence Conran, whose long love affair with French food, design and presentation reaches a climax this weekend when his flagship Michelin building throws open its iron gates to the public. Those unable to visit this temple of consumerism, however, will glean an insight into the joys in store from Terence Conran's *France* (Cenra Octopus, £17.95), a feast for the eye, focussing on life in cities, villages, homes and shops, assembled with the seemingly effortless style which originally enraptured Conran.

Josephine Fairley

W

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Continued on PAGE 38

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Executive Editor
Kenneth Fleet

STOCK MARKET

FT 30 Share
1335.2 (+25.8)
FT-SE 100
1689.1 (+31.4)
Bargains
24801 (24205)
USM (Datastream)
133.96 (+0.19)

THE POUND

US dollar
1.7715 (-0.0170)
W German mark
2.9823 (-0.0027)
Trade-weighted
75.4 (-0.3)

EEC and Japan in trade deal

Brussels (AP) - Foreign ministers of the European Economic Community countries yesterday agreed to drop their threat to raise tariffs on Japanese electronic products in exchange for better market access in Japan for Spanish and Portuguese exports.

Powell ahead

Powell Duffryn, the fuel distribution and storage, engineering and shipping group, reported a 10 per cent increase in pretax profits to £11.5 million in the six months to end-September. Turnover was 4 per cent higher at £312.9 million. An interim dividend of 5.25p was declared (4.75p).

£5m Readicut

Pretax profits at Readicut International, reflecting organic growth and acquisition benefits in the six months ended September, rose from £3.01 million to £5.21 million, on a turnover of £81.7 million (£83.6 million). The interim dividend rises from 0.25p to 0.35p a share. Professor Roland Smith, the chairman, says prospects are good.

STOCK MARKETS

New York	1984.85 (+41.77)
Dow Jones	2295.02 (+150.48)
Nikkei Average	2134.84 (-8.87)
Hong Kong	1288.0 (+15.7)
Sydney	1378.4 (+55.9)
Frankfurt	3831.7 (+18.1)
Paris	295.6 (+6.3)
Zurich	444.5 (-80.2)
London	1689.1 (+31.4)
FT-30	1335.2 (+25.8)
FT-100	1689.1 (+31.4)
FT-1000	312.3 (+19.3)
FT-10000	95.73 (+1.8)
FT-100000	90.46 (-0.18)

MAIN PRICE CHANGES

RISS:	
Beecham	453p (+20p)
Grand Met	104p (+11p)
Wm Morris	555p (+85p)
Wm Morris	555p (+145p)
Wm Morris	280p (+20p)
Wm Morris	345p (+15p)
Wm Morris	602p (+28p)
Wm Morris	602p (+25p)
Wm Morris	148p (+12p)
Wm Morris	353p (+21p)
Wm Morris	455p (+21p)
Wm Morris	285p (+18p)
Wm Morris	775p (+50p)
Wm Morris	244p (+13p)
Wm Morris	802p (+85p)

INTEREST RATES

London Bank Base	9%
3-month interbank	8.5%
3-month eligible bills	8.5%
buying rate	
US Prime Rate	8.75%
Federal Funds	5.75-5.85%
30-year bonds	10.25-10.5%

CURRENCIES

London:	New York:
£ \$1.7715	\$ £1.7725
£ DM2.9823	DM £2.9870
£ Sfr2.4518	Sfr £2.4582
£ FFfr7.1701	FF £7.1701
£ Yen23.96	Yen £23.96
£ Index75.4	Index £75.4
ECU 20.690579	SDR 20.757853

GOLD

London Fixing:	
AM \$478.95 pm \$475.00	
close \$473.50-474.00	(2265-50)
267.00	
New York:	
Comex \$473.80-474.30	

NORTH SEA OIL

Brent (Jan.)	pm \$18.10bbl (\$18.11)
Denotes latest trading price	
Stock Market	24
World Markets	31
Tempus	26
Money Markets	32
Commodities	32
Energy	32
Metals	32
Grains	32
USM Prices	32
Share Prices	33

Allied-Lyons in £572m deal

Canadian drinks group bought out

By Alison Eadie

Allied-Lyons, the drinks and foods group, is paying £572 million for the 49 per cent of Hiram Walker it does not already own.

Allied paid £650 million just over a year ago for 51 per cent of Hiram, the Canadian drinks business whose brand names include Canadian Club and Ballantine's Scotch.

The City greeted the deal as sensible and generally positive and Allied's shares moved up 4p to 342p. The market had feared that a rights issue would be required to finance buying out the 49 per cent stake, a move which would be seen as suicidal in today's markets.

The deal will be financed by a payment to GW Utilities, the Canadian minority owner, of £74 million in cash and the issue of preference shares convertible into 80.9 million ordinary shares. Based on a conversion price of 457p, the value of the shares is a net £370 million. In addition GW's existing holding of preference shares in Hiram Walker will be acquired by Allied at a par value of £128 million.

Sir Derrick Holden-Brown, chairman of Allied, said the decision to buy out the remaining stake was made to remove uncertainty and to allow Allied greater management freedom in putting companies together.

Allied had a call option on the 49 per cent stake exercisable on December 9 next year and GW had an equivalent put option. However, the price then would have been linked to Hiram Walker's earnings, which could have resulted in Allied paying substantially more.

Hiram Walker yesterday announced interim pretax profits to the end of August of £57.6 million on sales of £388.1 million, generally higher than the market had been expecting.

Borrowings taken out to finance the deal will push Allied's end-year gearing to about 65 per cent from an expected 50 per cent, but will come down rapidly due to strong cash flow, Sir Derrick said.

Gearing after acquiring the 51 per cent interest was more than 75 per cent. Analysts reckon that there will be only minimal earnings dilution of about 1 per cent.

The convertible preference, when converted to ordinary shares, will amount to 10 per cent of Allied's enlarged equity. Mr Marshall Cohen, the GW Utilities chairman, said the transaction would benefit GW shareholders by trading a minority position for a significant interest in the much larger businesses of Allied-Lyons.

He added that bringing the two companies together would complete the full integration of the distilled spirits businesses, by developing joint production, distribution and marketing.

Sir Derrick said that although the purchase price was £572 million, based on a conversion price of 457p per share, a more realistic price for the 6% convertible in today's market would give a purchase price nearer £465 million.

The deal has been seen in the City as making Allied bid-proof. The Australian financier, Mr Alan Bond, whose Bond Corporation markets Swan Lager among other things, has built up a 3.1 per cent stake in Allied in recent weeks.

The original purchase of Hiram Walker was viewed by some at the time as a defensive move against the bid by Elders IXL, the Australian company.

Allied-Lyons' interim results are due out next Tuesday and analysts are expecting pretax profits of about £195 million, compared with £148 million in the previous first half.

CEGB planning to burn gas in power stations

By David Young, Energy Correspondent

The electricity industry is preparing to compete directly against British Gas to buy natural gas supplies from the North Sea to burn in a new generation of power stations.

The move will require a change in existing European Economic Community law. This prevents gas being used for anything but "premium" use and has kept it out of the power-generation market.

However, the Central Electricity Generating Board will support moves by oil companies with North Sea gas fields to have this EEC rule changed when it is due for review next year.

The CEGB needs to increase its output by 13,000 megawatts by the end of this century to keep pace with predicted demand. It already has plans to build four pressurized water-cooled nuclear power stations and three large coal-fired stations. However, planning delays could mean the CEGB will be unable to meet that target.

It is, therefore, considering building a network of smaller gas turbine stations - they could be built quickly on existing CEGB sites and produce power within two years of construction starting - or installing new burners in some of its moth-balled oil-fired stations which would allow it to meet the demand.

The advantage of natural gas, although it is expensive compared with coal and probably more expensive than oil, is that it is environmentally acceptable and no expensive emission-cleaning equipment would be needed.

The key to the economics of the stations would be where the gas comes from. It is understood that the CEGB, or private generators that may move into the market after privatization, would prefer to bypass British Gas and buy direct from the oil companies operating in the North Sea.

Many oil companies are sitting on discoveries of gas made over the past 15 years, but which have yet to be sold to British Gas. It is understood that London & Scottish Marine Oil and Mobil are among companies already looking at the opportunities that electricity privatization and new developments in gas turbine burning technology will present for offshore gas in the next decade.

UK trade deficit at £882m in October

By Graham Searjeant, Financial Editor

Britain's visible trade deficit widened to £882 million in October from £617 million in September, due to a 2.4 per cent fall in exports, mainly manufactures.

Allowing for a projected £600 million surplus on invisible items, the balance of payments showed an estimated £282 million deficit for the month on current account, up from £17 million in September but lower than the deficits of £325 million and £907 million in July and August.

The October current account figures were in line with expectations and had little direct effect in financial markets. City forecasts had varied between a £200 million and £450 million deficit with an average of £300 million.

But monthly deficits would have to be much higher for the last three months of the year if the 1987 current account deficit as a whole were to reach the £2.5 billion estimated by the Chancellor of the Exchequer in his Autumn Statement.

After ten months, the overall balance of payments deficit has only reached £1,053 m.

In October, imports rose 1.3 per cent to £7,749 million and exports fell by 2.4 per cent to £6,867 million.

Five inquiries into what went wrong on Black Monday

From Bailey Morris, Washington

Wall Street, currently in the midst of the biggest retrenchment in a decade, is also bracing itself for more government regulation which many officials fear will further retard growth.

In the wake of the market plunge on "Black Monday," there are more than five independent investigations under way to explain what went wrong and to recommend changes. This is a level of scrutiny not seen since the Great Crash of 1929.

Mr John Phelan, the chairman of the New York Stock Exchange, is a strong advocate of reform but he cautions that Washington must make a measured response to ensure the regulation pendulum does not swing too far to systemic restraints.

The international factor will also have to be looked at in detail by the governments of the leading trading nations. "We are now dealing with world markets - not only equities but currencies and debt. When all that comes tumbling down, you need an entirely different mechanism than you had five years ago," Mr Phelan said.

Officials conducting the investigations agree that the cures advocated will

Then there were seven: soft sell for UK airports



Bearing up: Sir Norman Payne, chairman of BAA (Photograph: Nick Rogers)

BAA profit soars by £26m

By Edward Townsend, Industrial Correspondent

More than 1 million shareholders in BAA, the newly privatized company that owns seven British airports including Heathrow and Gatwick, sold out at a profit within weeks of the flotation in July. It emerged yesterday.

The company, which yesterday announced a £26 million increase in half-year pretax profits to £136 million, was sold to 2.2 million shareholders at a fixed price of 245p a share with an initial instalment of £1 a share.

Indications yesterday were that those who sold their shares did so in the first month at a price of about 140p and before the stock market crash. Yesterday, BAA partly paid shares were down 8p to the original privatization asking price of 100p.

Sir Norman Payne, the BAA chairman, said he was "not disappointed at all" by the level of share sales. And City analysts, while describing the half-year results as slightly below expectations, said the sale of shares was not surprising.

Sir Norman said it was typical of recent trends and the register was now compatible with similar stock. He added that 98 per cent of employees still held shares.

Figures from Kluac & Aitken, the broker, show that shareholders in other key privatizations have also sold within months of the flotations.

Jaguar's original 125,000 shareholders were down to 36,000 by March this year and British Telecom's to 1.4 million from 2.3 million. Brioil now has 225,000 against an initial 450,000. BA is down to 420,000 from 1.2 million and British Gas to 3.1 million from 4.5 million.

The BAA half-year profit figure is already £12 million ahead of the profits for the whole of last year when traffic through the airports was hit by the aftermath of Chernobyl and the continuing impact of terrorist incidents on American tourist traffic.

Sir Norman said that in comparison with "the more normal year" of 1985, a compound growth of 8.4 per cent a year for the first six months "reflects a strong underlying characteristic of our business."

In the first half, the total number of passengers rose by 5 million to 36.4 million. South-east traffic rose by 16.7 per cent and in Scotland the airports at Glasgow, Prestwick and Edinburgh showed growth of 11.1 per cent.

BAA said the second half had started well but gave warning that upheavals in world markets might have some impact on traffic levels. Analysts are forecasting pretax profits of £151 million for the year.

The interim dividend is 3p and the directors are forecasting a total of not less than 7.25p for the full year.

Sir Norman said that traffic growth at Heathrow was 13.7 per cent and all records were broken with the airport handling 100,000 passengers a day in the six months.

On the proposed BA/B-Cal merger, Sir Norman said: "We would wish to ensure that the current balance between scheduled and charter at Gatwick is not seriously disturbed. We are in a position to react quickly and adjust to any outcome of the current negotiations."

He said that in the next five years the company planned to make £850 million of capital investments, including the proposed 16-minute rapid rail link between Paddington and Heathrow.

Losses at stockbroker

By Richard Thomson, Banking Correspondent

Strauss Turnbull, the stockbroker 30 per cent owned by Hambros plc, is withdrawing its share dealing services from private clients.

Mr Christopher Sporborg, the head of Hambros's non-banking operations, said it was making the move because of the expense of handling small share transactions. It did not cover its costs, he said.

Strauss contributed a £613,000 loss to Hambros's interim results, announced yesterday, compared with a £270,000 profit over the same period last year.

Hambros made an overall pretax profit for the six months to September 30 of £36.6 million, an increase of 46 per cent. Non-banking activities, including estate agency, contributed £21.9 million compared with £19.6 million from banking operations, before costs and overheads.

Tempos, page 26

Eurotunnel perks guide

Eurotunnel yesterday issued further guidelines on the travel perks which it is giving to successful applicants for shares in its £750 million share issue.

The company reiterated the basic principle that the travel perks belong to individuals who successfully apply in their own name. They are generally lost when the shares are sold or transferred although there are two exceptions to this rule. The first applies to children under 18. They cannot apply in their own name but applications can be made on their behalf by their parents, grandparents or guardians.

If this is done, the ownership of the shares can be transferred to the child when he or she reaches 18.

The second exception to the general rule against the transfer of perks between two adults is to put in a joint application. If successful the first-named applicant will have the sole right to the travel perks but on his or her death these rights will be transferred.



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RTZ makes hostile £206m cash bid for MK Electric

By John Bell, City Editor

After a surprise stock market raid early yesterday, RTZ Corporation launched a £206 million hostile takeover bid for MK Electric, the group best known for its plugs and sockets.

The stockbrokers Hoare Govett and BZW started buying aggressively as soon as trading commenced and swiftly amassed a stake of 14.9 per cent. Without further formality, RTZ launched its bid, a cash offer at 550p a share. The move apparently caught MK on the hop. Meetings between the beleaguered MK and its financial advisers were hastily convened during the afternoon and an early

rejection of the terms is likely. There appears to be little chance of an amicable deal between the two companies. Some months ago, after a lengthy appraisal of options for expanding its industrial activities, RTZ made tentative approaches to MK and was rebuffed brusquely.

"The brief discussions did not even get to the detailed stage," said RTZ's chief executive Mr Derek Birkin yesterday. "They told us that they wanted to plough their own furrow and the question of price was not even raised."

The bid is aimed at a substantial development of RTZ's industrial activities, which despite the group's City image as a mining finance

house, account for 60 per cent of earnings. A move in this direction was foreshadowed in the annual statement of RTZ's chairman Sir Alistair Frame earlier this year when he stated that further expansion of the group's industrial interests was a key feature of corporate strategy.

RTZ intends to buy MK as a complementary expansion of its RTZ Pillar operations, which are themselves a substantial business contributing more than £100 million a year at the pretax level. Both companies are leading suppliers of products to the construction market. Mr Birkin said that the resources of RTZ would enable MK to expand more rapidly at home

and overseas than it could on its own.

More than half RTZ Pillar's business is either direct with or related to the construction industry, especially aluminium, glass, steel and plastic products. Like Pillar, MK's outlets are directed towards the refurbishment market. Apart from plugs and sockets, MK makes cable management systems such as conduit and trunking systems. Mr Birkin expects MK to benefit substantially from access to RTZ's North American outlets where its offshoot Indal has sales of more than \$1 billion.

The market crash since mid-October has clearly been a factor in RTZ's swoop. MK

shareholders have seen their stock slump from a price of 572p at its peak to a closing level of 414p on Monday. RTZ's brokers were deluged with offers when they appeared as buyers at 550p yesterday morning.

After the bid was announced, further stock emerged and by the close of business, RTZ had built its stake to almost 22 per cent of MK's equity.

Unusually, there is no equity element in the terms. "We decided that cash is king in these markets," said Mr Birkin, who described the offer as a full and generous one. It represents a 33 per cent premium over the closing price on Monday.

COMMENT Kenneth Fleet

Warburg's turn to stand up and be counted

Whatever half-year results SG Warburg, the merchant banking and securities group, unfolds today the accompanying statement will matter more. Interim pretax profit should be in the region of £70 million, but for the second half year all bets are off. Today's figures will not cover the crucial period after "melt-down Monday", October 19.

After the shock which Barclays de Zoete Wedd bravely delivered to the market last week, dealing losses have become the burning issue. By revealing losses of £50 million or more since the stock market crash, BZW has made it difficult for other market makers not to follow suit. It may deliberately have done a Citicorp: it can afford to show debilitating losses because of its strength. BZW is well capitalised and has the weight of Barclays plc behind it. Even so it would be wrong to prejudge other firms, especially the skilled ones, by a simple application of the BZW measure. Whether Warburgs (and Smith New Court whose results come next) turns out to have suffered as badly as BZW is debatable. It is, along with BZW, one of London's largest equity market makers. It may have been running substantial long positions, and if so a loss on the BZW scale is possible. But Barclays suffered heavily on holdings of second and third line stocks, while Warburg's exposure to these is not clear.

It appears that at least half of BZW's loss, or about £30 million, came in the first week of the crash — before it was able to readjust its trading book. Warburgs has already said that it lost only £4.7 million in the first week. Warburgs may thus have anticipated trouble and hedged its positions better than BZW. Its over all loss therefore is not likely to match BZW's, unless something went surprisingly wrong in the later stages of the market's collapse.

To be shrewd, controlled and well capitalised are supreme virtues for major market makers and while the three leading domestically owned groups can no doubt improve their systems, techniques and performance, their resilience during testing times augurs well. Like BZW Warburgs also made healthy profits from share trading in the first half of the year to cushion some of the fall in the second half.

Ironically, the crash may prove to be a blessing in disguise for the big market makers' strategic position. Only those fund managers whose memories span milli-seconds will not retain a warm

feeling for some time to come towards the market makers firms who continued trading at throughout the crisis.

Trade fears delayed

The financial markets have suddenly become blasé about the United Kingdom's growing trade deficit.

Yesterday's red figure of £282 million, slightly below the market's average guess, would in any case hardly have caused panic. But there might not have been such a phlegmatic response to the Chancellor's Autumn Statement on November 3, which predicted a £2.5 billion current account deficit for the year. This implied an average monthly deficit of £570 million during the final quarter. It now seems more likely that Mr Nigel Lawson exaggerated his forecast and did not have in mind that the last two months would show a deficit of £1.4 billion.

Even in these distracted times such a figure would put a sell sign over sterling.

The underlying problem, in trade terms, is that Britain is growing faster than other leading countries, let alone the developing world. There was some hope that Japan and eventually even West Germany might catch up. The more worrying prospect now is that a recessionary turn in the world economy would show Britain even further out on a limb.

British firms have not really earned their share of the huge US import boom. That provides some cushion against a possible combination of US recession and a cheap dollar. There is no present fear of the pound falling to hold its own against the world biggest debtor currency. The world's second biggest creditor can surely afford a modest deficit.

The greater disparity between British growth and the rest of the world, however, the more overseas exporters are likely to throw everything at Britain and the harder it will be to counter recent worrying trends in exports, exemplified by the fall in October. Sterling is therefore in danger of dropping quite sharply against the mark once a G7 meeting has lessened the crisis atmosphere.

Initially, that would not worry Mr Lawson, who has been juggling intervention to keep sterling down against the mark while supporting the dollar. But such trends can soon get out of hand and force another damaging retreat on interest rates. No wonder the Chancellor is keen for the Germans to expand.

Tesco is largest retailer in Britain

By Cliff Feltham

The takeover by Tesco of the northern supermarket chain Hillards has made it the largest retailer in Britain ahead of Sainsbury and Marks and Spencer, according to a report published today.

The fastest growing companies were Next, moving up from 55 to 21, and Ward White, climbing from 53 to 32, after both companies went on the acquisition trail.

Ranking of the top 500 retailers, compiled by the Corporate Intelligence Group, shows the leading 100 companies accounted for more than 60 per cent of total British retail sales. The top 10 groups had 31 per cent of the overall market.

The report shows some surprising changes among the giants — including the Electricity Council whose chain of showrooms rank it number 13 in terms of size. The Dea Corporation claims fourth spot followed by Argyl and Woolworth.

The Corporate Intelligence Group — created as a result of a management buy out of the Economist Intelligence Unit's market research division — shows that Sainsbury, despite being pushed into second spot in terms of sheer size, still produces the highest margins in the business — 6.6 per cent compared with 4.9 per cent by Tesco.

In terms of highest sales per employee, the freezer chain Bejam claims top spot with £146,300 followed by Kwik Save. But Sainsbury is still in the top spot of food retailers with the highest sales per sq ft of floorspace at £774.

Software millionaire to take £2m Nesco stake



Hoping for higher things: Robin Lodge (left) and Brooke Johns who are moving into Nesco

By Cliff Feltham

Mr Robin Lodge, who made a £75 million fortune from selling his computer software company to the giant Lockheed Corporation, is making a comeback by taking a large stake in Nesco Investments, a small quoted company with interests in vehicle retailing and energy.

Mr Lodge, aged 44, and Mr Brooke Johns, aged 48, his

fellow entrepreneur, are using their Cayman Islands-registered company Baytree Investments to acquire a 37 per cent stake in Nesco in return for injecting more than £2 million of new capital.

They are obliged to make an offer for the balance of the shares at the same price as they are paying for their stake — 180p — compared with the stock market price yesterday of 185p. They intend to main-

tain the stock exchange listing for Nesco.

Mr Lodge plans to build up Nesco through acquisitions. The company, which first came to the stock market in 1929, has a motor dealership in Britain but its main assets are in Nigeria where it is involved in the generation and supply of electricity.

Last year Nesco produced a small profit of £7,000 on turnover of nearly £3 million.

\$260m credit facility for WPP

By Our City Staff

WPP Group is establishing a \$260 million (£146 million) medium-term credit facility which will be used to refinance a bridge facility employed to acquire IWT Group Inc. The news was announced by SG Warburg which arranged the facility.

The facility includes two tranches. The \$160 million, seven-year loan which carries a margin of 1 1/4 per cent over the London Interbank Offered Rate (Libor), and a \$100 million, five-year non-recourse loan secured by commercial property in Tokyo.

The five-year loan's margin was not announced, but Warburg said it will be less than one per cent over Libor.

The seven-year loan is repayable in equal semi-annual instalments. Warburg said the loan is being underwritten and syndication is expected to begin shortly.

The facility will enable WPP Group to draw down funds in different currencies in order to match profit streams. The company also has covered interest-rate exposure for three years by purchasing interest-rate options.

Gold begins to glister in the gloom

By Colin Campbell

The London gold price, which for many has performed disappointingly following the recent financial strains in stock markets, appears at last to be trying to make headway.

After Monday's \$7.25 advance to \$470.25 (£265.45) an ounce, the metal made further progress yesterday, reaching \$477 at one point. In later trading the metal ran into light profit-taking and closed the day at \$473.75 an ounce for a \$3.50 rise on previous levels.

Analysts say that dollar uncertainty and fears about inflation are helping to turn investors' thoughts towards gold and other precious metals as they cast around for alternative homes for funds, though they warn that the metal must test a number of technical resistance points before a "bull" market can be said to have arrived.

In charting terms, a price of \$481 at an afternoon fix is needed before analysts can feel that new ground has been broken, but the general invest-

ment view remains that in troubled times some gold representation in portfolios should not go far wrong.

Platinum also enjoyed a rally in London on Monday where it saw an afternoon fix of \$493.75 an ounce, only to run to \$511.70 in later New York trading.

Buying interest yesterday morning in London was initially strong, but later the metal came off the day's high and was traded at \$505.50 an ounce.

The latest annual review of

the platinum industry from Shearson Lehman Brothers is due for publication tomorrow.

Silver was also in demand yesterday, rising by 12 1/2p to 386 1/2p an ounce.

On the London Metal Exchange, copper again shone in base metal markets. Continuing its recent firmer trend, the cash grade A price reached its best level in more than 11 years at £1,541 a tonne for a £52 rise on the day, while the three months' price rose by £33 to £1,297.50 a tonne.

Tussaud's parking metier

The Tussauds Group, part of Pearson, is so taken with the success of its Chessington World of Adventures theme park that it feels it is no longer fair to deprive other parts of the nation of such delights as Calamity Canyon, where visitors hurtle through a gold mine on a runaway train. Tussauds boss Michael Herbert wants to set up two more parks. Both would be built to take more than a million visitors a year and would cost about £30 million each to set up. Does Tussauds, which also runs the famous waxworks museum and the London Planetarium, have any new themes in mind? "I have no idea yet," Herbert tells me. "We always feel that what we do should have some appropriateness to the area it's in. We will have to wait until we have a firm site and think it out from there." I suggest a stock market theme park in London's Docklands, including such stalls as *Lose Your Shirt*, *Bed and Breakfast*, *Squeal To The Fraud Squad*, and, for the braver punter, the special white-knuckle ride — *Write Your Own Option*. Tussauds will need some specialist staff to initiate the innocent, but that might not be a problem at the moment.

Success story

Some of us clearly lead busier lives than others. Just five years after publishing his last bestselling autobiography, Chrysler chairman Lee Iacocca is already planning a sequel. It's going to include personal

THE TIMES CITY DIARY

Pathfinders off course

Should recruitment consultant Pathfinders Group have bothered to brave the market storm to launch itself on the USM? It has netted little for its pains. Yesterday's share placing via broker Jacobson Townsley is raising \$945,000 of which \$630,000 is going to chairman Stephen Worth. Worth is certainly entitled to the benefits of his success. But this leaves just £315,000 for the

Test of trust

Was ever a trust so scorned? The TR Technology investment trust has a £15.7 million slab of financial services group Berkeley Govett, easily the largest stake held by TR Tech on September 30, according to the trust's latest interim report. Which is no doubt why relations between the two have soured since Berkeley took to advising Firmadale Investments, a mysterious Jersey company which has been laying siege to TR Tech. Firmadale has built up an aggressive stake in TR Tech and recently bought the 6 per cent stake held in the trust by Standard Life at, what I hear, was a rather full price. Apart from the irony of a trust being pressed by its largest shareholder, isn't it time we were told who is actually behind Firmadale? Arthur Truget, Berkeley's executive chairman, is for some reason vague when quizzed on the subject.

As advice pours through the letterbox on how to manage your portfolio after the crash, why not try something as financially unadventurous as gathering up your old Christmas cards and putting them in trust for your grandchildren? Two examples of what is regarded as the first Christmas card, inspired by Sir Henry Cole, the "father" of London's Victoria and Albert Museum, are expected to fetch £500 each at Phillips in London today. Designed by artist John Horsley in 1843, only 1,000 were printed. They first sold at just one shilling each.

Joe Joseph

Book check

Richard Branson's Virgin Group has, I hear, been rebuffed in its bid to acquire the 48 per cent of book publisher WH Allen it does not own. It seems Branson's offer of 25p a share is not sweet enough for Capital for Companies, the licensed dealer in securities which invested in WH Allen for one of its Business Expansion Scheme funds. Investors in the BES receive tax relief at up to 60 per cent, so the net cost of the shares to participants in Capital's fund could be as low as 10p. Capital feared jeopardising this tax relief by selling out now rather than waiting 18 months, when BES rules permit the shares to be sold without penalty. And it appears confident it can milk more out of Virgin then. "In view of the company's prospects we believe an improved offer will be made at that time," it is telling shareholders.



"Mrs Thatcher on the phone again Mr President."

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example) it looks as though a business trip is about to turn into an unexpected holiday for two.

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BUSINESS SUMMARY

TMD Advertising rises to £885,000

TMD Advertising Holdings, the media specialist, made pretax profits in the year to the end of August of £885,000, against £702,000 the previous year. Turnover was £51 million against £43 million previously. TMD has just completed its arrangement with Young & Rubicam for the purchase of 49 per cent of its media subsidiary, Horizon Group.

The deal includes Horizon Media International, Horizon Outdoor and Horizon UK. Earlier, TMD had been unable to confirm whether the international division would be included. TMD has continued to grow with its existing clients and as a result of new business. The new year has started well, the company said. A final dividend of 2.4p against 2p previously will be paid.

\$40m IBM program

IBM Europe, a subsidiary of International Business Machines Corp (IBM), said it will spend \$40 million (£22.4 million) in the next two years to help set up a Europe-wide supercomputing program, including at least five universities and research institutes. IBM Europe will give 25 modern computers as part of the program and provide support, education and exchange software.

Rise at Chase Property

Chase Property Holdings — formerly Wingate Property Investments — is joining the growing band of companies keen on buying its own shares and is to ask approval from shareholders shortly. It reported pretax profit for the first half up from £5.9 million to £9.5 million. This reflected the disposal of commercial properties and residential sales at a figure well in excess of valuation.

Humberside in black

Humberside Electronic Controls, the USM-quoted renovator and converter of machine tools, made pretax profits of £16,828 in the year to the end of June against a loss of £350,194 the previous year. The profit was made after writing off £86,785 of research and development expenditure incurred in previous years. There is no final dividend.

Mr Quinton Hazell said when he became chairman in July that Humberside had suffered cashflow problems because of the high cost of some orders and money spent on R&D. IBM Machinery is awaiting firm orders worth £1.5 million, the company said.

Cosalt makes £1.7m pretax

Cosalt, the ships chandler to caravan group, yesterday announced pretax profits of £1.7 million for the year to August 30. This compares with £1 million last year when the company was adversely affected by lower oil prices. A 3p final dividend will be paid which brings the full year payout to 4.5p compared with last year's 3.5p. Earnings per share rise from 8.2p to 13.4p.

Profit raised at Cropper

James Cropper, the paper manufacturer, made an interim profit after tax of £994,000 against £934,000 last year. Sales rose from £13.6 million to £15.7 million. The good first half was due to a strong order book, improved efficiency, and stable raw material costs. But the second half is unlikely to be as good. There is an interim dividend of 2.7p, against last year's 2.2p.

Toshiba imports first

Toshiba Corporation will import microwave ovens and colour televisions from its US unit to help cope with the strong yen — the first imports by a Japanese electronics firm of completed products from an American subsidiary, a company spokesman said.

He said the firm will import an initial 5,000 microwave ovens from Toshiba America Inc next January for sale from March. No decision has been reached on the number of televisions to be imported.

APPOINTMENTS

Managing director for Alcan

Alcan Ekco: Mr Nick Kendal has been appointed managing director.

Chicago Board Options Exchange: Mr John Frazee Jr joins the board.

Weatherall Green & Smith: Mr James Beckham becomes an associate. M Jean-Christophe Favard and M Jean-Louis Guiller become associates of Weatherall, Green & Smith France.

Spicer & Pegler: Mr Ken Chalk joins the partnership as head of the corporate recovery



Nick Kendal heads Alcan Ekco and insolvency division in Manchester.

John Beales: Mr R Vaman and Mr MH Albion join the board.

Citygrove: Mr David White has been appointed a non-executive director.

Telerate Systems Incorporated: Mr Henry Becher becomes senior vice-president.

Ministers let foreign watchdogs protect UK investors abroad

By Colin Narborough

The Government made clear yesterday that it intends to rely on supervisory authorities in other countries to ensure that British investors are properly protected on investment exchanges outside Britain.

Confirmation of this "flexible" approach to the issue of recognition under the new regulatory regime for the City came in spite of the shocks since the worldwide market crash that began on October 19, and the serious problems that have emerged in key markets, including Hong Kong.

Mr Francis Maude, Minister for Corporate and Consumer Affairs, said in conjunction with yesterday's publication of Department of Trade and Industry guidance notes on recognition that three criteria had to be met:

● An exchange had to be subject to supervision in the country where it had its head office, with rules and practices giving British investors protection at least as good as that provided by the Financial Services Act.

● An exchange had to be able and willing to co-operate with the responsible British authorities.



Francis Maude: flexible

● There had to be adequate arrangements for co-operation between the British authorities and those in the country in which the exchange is based.

"All three criteria have to be met, but we are being deliberately flexible in our approach," he said.

The Government's aim was

to encourage as much competition as possible in British markets to benefit industry and investors alike, while guaranteeing "appropriate" levels of investor protection.

"We therefore intend to rely heavily on the supervisory authorities in the head office country, and on the co-operation arrangements we establish with them," Mr Maude stressed.

He saw no point in trying to set up a rival supervisory apparatus that would duplicate what overseas regulators were doing and impose extra burdens on the exchanges for securities, futures and options, and commodities.

Under the new financial services rules, authorized brokers promoting investments traded on exchanges whose headquarters are outside the United Kingdom would have to report such business to their self-regulatory body. If the exchange enjoys formal DTI recognition, the need to undergo this time-consuming reporting procedure is waived.

The Securities and Investments Board, the overseer of the new regulatory framework, has already been in contact with most of the world's leading financial centres concerning the recognition issue.

UAE tells Opec to tackle quota and discount problem

Bahrain (Reuters) — The Organization of Petroleum Exporting Countries must address the problem of discounting official crude prices and exceeding output quotas by some of its members at next month's ministerial meeting in Vienna. It must do this before deciding whether to raise its output ceiling or its prices, a senior United Arab Emirates oil official said.

"Some Opec members are discounting oil prices and some are producing higher than their quotas. The ministers must put the Opec house in order before they start discussing a higher ceiling or prices," the official, who wanted to remain anonymous, said in a telephone interview from Abu Dhabi.

Oil ministers of the 13-member organization will meet in Vienna on December 9 to discuss output ceilings and price levels for 1988.

Traders have said continuing quota violations and rumours of price discounts by member countries have led to the recent slide in spot oil prices and are complicating Opec's efforts to stabilize the oil market.

A Reuters survey estimated UAE oil output for October at about 1.8 million barrels per day, about double its Opec quota of 948,000 barrels.

The survey put total Opec output at 18.6 million barrels per day in October, compared

with its overall ceiling of 16.6 million barrels.

The UAE official said his country had been demanding a higher quota since 1983, "but due to market conditions we had to sacrifice our need for a higher output level."

"We will not block the next Opec meeting just because we want a higher quota," he added. "We need stability of the market and the UAE will try everything to make the Opec meeting a successful one."

Iraq's integration into Opec's quota structure by increasing its quota would also be discussed in Vienna, the official said. Iraq has refused to recognize its quota of 1.54 million barrels per day as it is less than the 2.369 million barrel quota of Iran, its Gulf war enemy.

As a result, Iraq has been producing well above its nominal quota. The Reuters survey put Iraq's October output at 2.4 million barrels per day.

The UAE official disputed remarks made by Mr William Verity, the US Commerce Secretary, last Saturday in Tokyo that the UAE and Saudi Arabia had offered to sell oil to Japan at competitive prices to make up for any shortfall if Tokyo joined the US oil embargo on Iran.

"We deny that we offered any oil to Japan. Iran is a neighbour."

Mexico may devalue official peso to avert illegal trading

From Alan Robinson, Mexico City

The Mexican government is expected to devalue the official rate for the peso soon to bring the controlled and free market rates into line.

Last week's collapse of the free market peso saw its value plunge 32.8 per cent in two days to 0.03921 US cents (0.022p) from 0.05837 US cents. At the same time, the controlled market — in which 75 per cent of Mexico's trade and tourism transactions take place — barely moved, recording a 1.4 per cent slip during the week.

The gap between the controlled and free market rates now stands at about 50 per cent, which will tempt Mexi-

can exporters to divert their controlled dollar earnings into the free market and reap enormous profits. The fact that this is illegal is unlikely to stop such a profitable trade.

Most observers feel that the government will have to bring the two rates together rather quickly, which implies a hefty devaluation of the controlled peso.

The Banco de Mexico's decision to step out of the free market, leaving the peso unprotected, was the result of capital flight caused by the tremendous drop in the local stock market over the past month. Investors panicked as stocks tumbled and sold out at

bargain prices. They then put the salvaged funds into dollars.

The stock market has had to be propped up through massive purchases of stocks by Nacional Financiera, the government development bank.

Domestic interest rates have been pushed to historic highs. Treasury notes (Cetes) gained more than 7 points over the past week; 28-day notes are yielding 106.91 per cent in annual terms and 91-day notes are earning 113.44 per cent.

Analysts say the government's policy of gradually reducing interest rates has been wrecked.

New Zealand brokers ready to cut staff as income drops

New Zealand stockbroking firms, facing a 75 per cent drop in income from two months ago, have begun retrenchments and further staff lay-offs are seen as inevitable.

By Monday's close, the New Zealand market had plummeted 45.5 per cent from its peak on September 18, and turnover had dwindled to less than half of those boom days.

A Wellington broker said: "You just have to look at the numbers, a 50 per cent loss in volume is a 50 per cent loss in income. In addition, value has nearly halved. The average broker is looking at 25 per cent of his income two months ago." Brokers' incomes are

based on commissions of about 2 per cent.

The stockbroking industry has expanded rapidly since deregulation of the financial sector in 1984 and the broking industry at the start of last year. But analysts say some of that expansion will be reversed as the heightened competitive climate and hard times begin to bite.

Last week, MB Stockbrokers Ltd, the Wellington and Auckland broker, laid off 22 staff after a sharp fall in trade.

One provincial broker has been put out of business because of a client's losses resulting from the October

crash and two Auckland brokers have implemented rationalization planned before the crash.

A comparison of share turnover and prices between the height of the bull run late last year and Monday gives an indication of the income drop. On some of those heady days more than NZ\$100 million (£35 million) worth of shares changed hands, compared with NZ\$7 million last Friday.

Mr Rick Flower, chairman of the Auckland Stock Exchange, said that job losses in the industry appear inevitable. But many firms would be likely to adopt a wait-and-see attitude, he added.

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The Issue

This offer for sale forms part of an issue of a total of 220,000,000 Units with New Warrants, comprising:

- the UK Offer, described in this document and the full prospectus, of 101,000,000 Units with New Warrants at a price of 350p per Unit,
- a French Offer of 101,000,000 Units with New Warrants, at a price of FRF35 per Unit, and
- an International Placing of 18,000,000 Units with New Warrants, at a price of 175p plus FRF17.50 per Unit.

The prices per Unit in the French Offer and the International Placing represent the approximate equivalents on 12th November, 1987 of the price per Unit in the UK Offer.

Preference will be given in respect of a maximum of 2,400,000 Units with New Warrants (1.1 per cent. of the issue, and 2.4 per cent. of the UK Offer before any variation as mentioned below) to applications received on preferential application forms relating to the UK Offer from Eurotunnel personnel, as described in the full prospectus.

As part of the underwriting arrangements, certain institutional investors and their investment clients will be allocated Units with New Warrants (not exceeding in aggregate 2.3 per cent. of the issue, or 50 per cent. of the UK Offer before any variation as mentioned below) on a priority basis. The remaining Units with New Warrants comprised in the UK Offer are being offered to the public.

Each Unit comprises one share in Eurotunnel P.L.C. ("EPLC") and one share in Eurotunnel S.A. ("Esa"). There will be issued with each Unit an EPLC warrant and an Esa warrant twinned to constitute a New Warrant. EPLC and Esa shares and these warrants will be listed and dealt in only in the forms of Units and New Warrants. The New Warrants may be traded separately from the Units at any time after the issue. New Warrants will be exercisable only in integral multiples of ten. Initially every ten New Warrants will entitle the holder to subscribe one Unit at a price of 230p plus FRF23 between 15th November, 1990 and 15th November, 1992. The number of Units obtainable on exercise of ten New Warrants is, however, subject to adjustment as set out in the section headed "Description of the New Warrants" of the full prospectus.

Arrangements have been made which may result in the number of Units with New Warrants comprised in the UK Offer being increased or decreased, the size of the French Offer and/or the International Placing being adjusted accordingly. These arrangements are summarised in the section headed "Issue arrangements" of the full prospectus.

Terms and conditions of application under the UK Offer

- The contracts created by the acceptance of applications under the UK Offer will be conditional upon (i) the Council of The Stock Exchange agreeing not later than 15th December, 1987 to admit all the Units and the New Warrants issued, and to be issued under the issue, to the Official List, (ii) the Commission des Opérations de Bourse deciding not later than 15th December, 1987 to admit all the Units and the New Warrants issued, and to be issued under the issue, to La Cote Officielle on the Bourse, and (iii) the provisions relating to termination of the UK Offer for Sale Agreement, the French Underwriting Agreement and the International Subscription Agreement referred to in section 13 under the heading "Further information" in the Prospectus (as defined below) not being implemented. Application monies will be returned (without interest) if any of these conditions is not satisfied and, in the meantime, if presented for payment, will be retained by the receiving banks in separate accounts.
- Except where the context otherwise requires, terms defined in the full prospectus relating to the UK Offer dated 16th November, 1987, comprising listing particulars regarding EPLC and Esa (the "Prospectus"), bear the same meaning when used in these terms and conditions or in the application form.
- Shares of 40p each in EPLC, shares of FRF 10 each in Esa and New Warrants issued pursuant to applications received under the UK Offer will be registered in the names of successful applicants or persons in whose favour renounceable letters of acceptance are duly renounced, free of registration fees, provided that, in cases of renunciation, letters of acceptance (duly completed in accordance with the instructions therein) are lodged for registration not later than 3.00 p.m. (London time) on 22nd January, 1988.
- The right is reserved to reject in whole or in part or to scale down any application received under the UK Offer including, without limitation, multiple or suspected multiple applications, and to present, for payment any cheques or banker's drafts received, if any application is not accepted in whole or in part or is scaled down, the application monies or, as the case may be, the balance of those monies will be returned (without interest) by posting to the first-named applicant the cheque or banker's draft accompanying the application of a crossed cheque in favour of the applicant or applicants.

- The right is reserved to treat any application received as valid and binding on an applicant or applicants even if the application form is not complete in all respects or is not accompanied by a power of attorney where required.
- If you are an individual eligible for travel privileges, or if you are applying on behalf of a named child under 18 years of age, EPLC will, in consideration of your making payment for the Units with New Warrants for which your application is accepted, make available the entitlement to travel privileges on the terms and conditions set out in the section entitled "Travel privileges" in the Prospectus. If you do not complete the box on the application form relating to the UK Offer claiming travel privileges, you will not be entitled to any travel privileges.
- By completing and delivering an application form relating to the UK Offer, you:
 - offer to purchase from one or more of the UK Issuing Houses that number of EPLC shares and that number of Esa shares as represents the number of Units (each with one New Warrant) specified in your application form (or any smaller number for which the application is accepted) at the price per Unit indicated in the application form, subject to the Prospectus, these terms and conditions and, in due course, the memorandum and articles of association of EPLC and the status of Esa and the terms and conditions of the New Warrants set out in the relevant warrant instrument; board resolution,
 - authorise National Westminster Bank PLC and Midland Bank plc (together, the "Receiving Banks") and each of them, on behalf of the UK Issuing Houses to send a renounceable letter of acceptance representing the number of Units with New Warrants for which your application is accepted and, where appropriate, a crossed cheque for any money returnable, or cheque or banker's draft accompanying the application, by post to your address as set out in your application form and to procure that your name, together with the name or names of

- any other joint applicant or applicants, is or are placed on the registers of members of EPLC and of Esa in respect of such Units and New Warrants as comprise Units and New Warrants the rights to which have not been duly renounced, and in these terms and conditions references to rights being duly renounced mean the renounce(s) being registered by a Receiving Bank in relation to such rights,
- agree that, as a collateral contract between you and the UK Issuing Houses effective upon receipt by a Receiving Bank of your application, and in consideration of the UK Issuing Houses agreeing not to offer for sale any Units or New Warrants prior to 16th December, 1987 other than pursuant to the issue, your application may not be revoked until after 15th December, 1987,
- agree that, in respect of those Units and New Warrants for which your application has been received and processed and is not rejected, acceptance of your application shall be constituted, at the election of the UK Issuing Houses, either by notification to The Stock Exchange of the basis of allocation (in which case such acceptance shall be on that basis) or by notification of such acceptance to a Receiving Bank,
- authorise National Westminster Bank PLC to enter into such arrangements as it may think fit with Banque Indosuez, the receiving bank for the French Offer, whether before or after the issue shall have become unconditional, with a view to ensuring that Esa receives sufficient funds in French francs to permit the shares to be issued by it under the UK Offer to be duly issued in accordance with French law;
- warrant that your remittance will be honoured on first presentation;
- agree that any letter of acceptance and any monies returnable to you may be retained pending clearance of your remittance;
- if you complete the box on the application form relating to the UK Offer claiming travel privileges, warrant that you are eligible to do so as set out in the section entitled "Travel privileges" in the Prospectus;

- agree that all documents in connection with the travel privileges may be posted at the risk of the person entitled thereto to the address set out in the relevant application form, or such other address as may from time to time be recorded in the register of members of EPLC,
- agree that, without prejudice to any other rights to which you may be entitled, you will not be able to exercise any remedy of rescission for innocent misrepresentation at any time after acceptance of your application,
- agree that all applications, acceptances of applications and contracts relating to the UK Offer will be governed by and construed in accordance with English law and agree to submit to the jurisdiction of the English courts,
- agree that time shall be of the essence of the contract constituted by the acceptance of your application,
- warrant that, if you sign the application form on behalf of somebody else or on behalf of a corporation, you have due authority so to do,
- warrant that you are not a United States person (as defined in paragraph 2 of the section entitled "Applications and allocations" of the Prospectus) and that you are not applying on behalf of such a person, and
- confirm that in making your application you are not relying on any information or representation relating to Eurotunnel, the UK Offer or the issue other than the information and representations contained in the Prospectus, or in the mini prospectus published in connection with the UK Offer when taken together with the Prospectus, and you accordingly agree that no person responsible for the Prospectus or the mini prospectus or any part of either of them will have any liability for any such other information or representation.

- All documents, banker's drafts and cheques sent by post by any of the UK Issuing Houses or any Receiving Bank will be sent at the risk of the person or persons entitled thereto.

Photocopies of this application form will not be accepted in any circumstances.

How to apply under the UK Offer

- Put in Box 1 of the application form (in figures) the number of Units with New Warrants for which you are applying. You may only apply for one of the numbers of Units with New Warrants indicated below.

Number of Units with New Warrants for which you are applying	Amount payable	Number of Units with New Warrants for which you are applying	Amount payable
100	£350	750	£2,625
200	£700	1,000	£3,500
300	£1,050	1,250	£4,375
400	£1,400	1,500	£5,250
500	£1,750	2,000	£7,000

Above 2,000 Units with New Warrants, applications must be in the following denominations:

Applications	Multiples of
2,000 to 10,000	Units with New Warrants 1,000
over 10,000	Units with New Warrants 10,000

- Using the column headed "Amount payable" in the table above, put in Box 2 of the application form (in figures) the amount payable.

- Sign the application form in Box 3 and date it. The application form may be signed by someone else on your behalf if he or she is authorised to do so. An agent should enclose the power of attorney appointing him (unless he is a Selling Agent, Financial Intermediary or UK Clearing Bank (as defined in the Prospectus)) and should state the capacity in which he signs.

A corporation must sign under the hand of a duly authorised official whose name and representative capacity must be stated.

- If you are an individual and wish to claim travel privileges write "YES" in Box 4 of the application form. If you do not write "YES" in Box 4 you will not be entitled to any travel privileges. Please read the section of the Prospectus entitled "Travel privileges" before completing the box. If you are a joint applicant you should read [7] below.

- Put in Box 5 your full name and address in block capitals. Only one application should be made for the benefit of any person.

Applications may only be made by persons over 18. However, a parent, grandparent or guardian of a child under 18 may apply for the benefit of that child. Not more than one application may be made for the benefit of a particular child. To apply for the benefit of a child, you should put your own name in Box 5 and, after your surname, write "a/c" followed by the full name of the child and the child's date of birth. Applying for one or more children will not prevent you from making a single application for your own benefit. The right is reserved to reject multiple or suspected multiple applications.

- Put in Box 6 where indicated a cheque or banker's draft for the amount you have entered in Box 2. The cheque must be made payable to "Eurotunnel UK Offer" and crossed "Not negotiable". A separate cheque or banker's draft must accompany each application.

The payment must relate solely to this application. No receipt will be issued.

The cheque or banker's draft must be drawn in pounds sterling on an account of a branch of a bank in the UK, the Channel Islands or the Isle of Man and must bear a UK bank sort code number in the top right hand corner. If you do not have a cheque account, you can obtain a cheque or banker's draft from your building society, your bank or a third party, in which case you should print your full name(s) and address on the back of the cheque or banker's draft. An application may be accompanied by a cheque drawn by someone other than the applicant(s) or by banker's draft, but any monies returned will be sent by cheque crossed "Not negotiable—a/c payee only" in favour of the applicant(s).

- Joint applications. You may apply jointly with up to three other people, provided each applicant is aged 18 or over. They should complete and sign Box 7. The first-named of two joint holders will, during his lifetime, be eligible for the travel privileges. However, if more than two persons apply jointly, none of them will qualify for travel privileges.

Anyone signing on behalf of any joint applicant(s) should follow the instructions for agents in [3] above.

Instructions for the return of your application form

Send your completed application form, together with a cheque or banker's draft for payment, by post (or deliver it by hand) to arrive not later than 10.00 a.m. on Friday, 27th November, 1987 at the appropriate address immediately below according to the first letter of your surname (or corporate name) inserted in Box 5.

A to L: National Westminster Bank PLC,
New Issues Department,
PO Box 79, 2 Princes Street,
London EC2P 2BD

M to Z: Midland Bank plc,
Stock Exchange Services Department,
Mariner House, Pepys Street,
London EC3N 4DA

You should use FIRST CLASS post and allow at least two days for delivery.

Or take this form by hand by 3.30 p.m. on Thursday, 26th November, 1987 to any of the additional receiving centres listed on the back of the application form in the mini prospectus and the full prospectus.



Eurotunnel P.L.C. Eurotunnel S.A.

Offer for Sale

of 101,000,000 Units with New Warrants at a price of 350p per Unit

by

Robert Fleming & Co. Limited Morgan Grenfell & Co. Limited S. G. Warburg & Co. Ltd.

underwritten jointly with

County NatWest Limited Samuel Montagu & Co. Limited

A Unit comprises one share in Eurotunnel P.L.C. and one share in Eurotunnel S.A.

Application has been made to the Council of The Stock Exchange, London and to the Commission des Opérations de Bourse, Paris for all of the shares in Eurotunnel P.L.C. and in Eurotunnel S.A. (in the form of Units), issued and to be issued pursuant to the issue, and the New Warrants to be admitted to the Official List and La Cote Officielle. Dealings in the shares on both The Stock Exchange and the Bourse will be in the form of Units. The New Warrants will be separately listed and dealt in.

In applying for Units with New Warrants, you will be treated as applying both on the terms and conditions set out below and on the basis of the full prospectus dated 16th November, 1987 comprising listing particulars relating to Eurotunnel P.L.C. and Eurotunnel S.A., which together govern your rights and obligations. Copies of the full prospectus are available at UK branches of National Westminster Bank PLC, Midland Bank plc, Bank of Scotland and Ulster Bank Limited. If you need advice, you should consult your bank manager, stockbroker, solicitor, accountant or other professional adviser.

You are advised to read the full prospectus before completing and returning an application form.

No person receiving a copy of this document and/or an application form in any territory other than the UK may treat the same as constituting an invitation to him or her, nor should he or she in any event use such application form, unless in the relevant territory such an invitation could lawfully be made to him or her without compliance with any unfulfilled registration or other legal requirements. It is the responsibility of any person outside the UK receiving a copy of this document and/or an application form and wishing to make an application hereunder to satisfy himself or herself as to full observance of the laws of the relevant territory in connection therewith, including the obtaining of any governmental or other consents or the compliance with other necessary formalities, and to pay any transfer or other taxes requiring to be paid in such territory in respect of the Units with New Warrants acquired by him or her under the UK Offer.

Travel privileges

Individuals who continue to hold Units personally acquired by them under the UK Offer will be entitled, upon payment (with effect from the year of opening of the Eurotunnel System) of a registration fee expected to be approximately £10 (at July 1987 prices) per year, and provided that specified conditions are satisfied, to make the following numbers of trips on Eurotunnel shuttles at a nominal charge for each one-way journey of £1 or 10 French francs per vehicle.

Number of Units personally purchased and held	
100	One return shuttle trip to be taken within 12 months of the System opening
500	One return shuttle trip per year for the first ten years of operation
1,000	Two return shuttle trips per year until the end of the Concession period in 2042
1,500	An unlimited number of shuttle trips until the end of the Concession period

Further information concerning these arrangements and a summary of the conditions which must be satisfied before the privileges can be claimed are set out in the section headed "Travel privileges" of the full prospectus.

Applications and allocations

Applications must be received in accordance with the instructions set out below. The right is reserved to reject, in whole or in part, any application. Once made, applications may not be withdrawn.

The application list will open at 10.00 a.m. (London time) on 27th November, 1987 and may be closed at any time thereafter. The basis of allocation of Units with New Warrants is expected to be announced on Monday, 30th November, 1987.

If you are successful, in whole or in part, you will be sent renounceable letters of acceptance for the Units with New Warrants allocated to you. If there is heavy demand, you may receive fewer Units with New Warrants than you applied for or, in some cases, none at all. If your application is not accepted, all money paid on application will be returned (without interest). If your application is accepted in part, you will receive (without interest) a refund cheque in respect of the balance of the money paid on application.

Renounceable letters of acceptance are expected to be sent to successful applicants on Wednesday, 9th December, 1987. It is expected that dealings in the Units and the New Warrants on The Stock Exchange and the Bourse, Paris will commence on Thursday, 10th December, 1987.



Application form

Before completing this form, you should read carefully the notes opposite.

To: Robert Fleming & Co. Limited, Morgan Grenfell & Co. Limited, S. G. Warburg & Co. Ltd., Eurotunnel PLC and Eurotunnel S.A.

1/We offer to purchase Units with New Warrants **1**

on and subject to the terms and conditions set out in the full prospectus dated 16th November, 1987 relating to the UK Offer, comprising listing particulars regarding EPLC and Esa (the "Prospectus"), at a price of 350p per Unit (with one New Warrant attached)

and I/we attach a cheque or banker's draft for the amount payable of £ **2**

Signature Date 1987 **3**

If you wish to receive travel privileges and are an individual eligible for travel privileges or are applying on behalf of a child, write "YES" in the box. If you do not write "YES" in the box, you will not be entitled to any travel privileges. Details are set out in the section in the Prospectus entitled "Travel privileges"

Please use block capitals Sole or First Joint Applicant **5**

Mr., Mrs., Miss, Ms or title Forename(s) in full

Surname Address

Postcode Postcode

☐ I'm here a cheque or banker's draft for the amount in Box 2, payable to "Eurotunnel UK Offer" and crossed "Not negotiable" **6**

JOINT APPLICANTS

Insert below the names of the other joint applicants in BLOCK CAPITALS who must sign in the right hand column. Travel privileges will not be available if there are more than two applicants

I/we join in this application and give the declarations set out above **7**

Mr., Mrs., Miss, Ms or title	Forename(s) in full	Surname	Signature
2nd joint applicant			
3rd joint applicant			
4th joint applicant			

FOR OFFICIAL USE ONLY

Those claiming commission (or reimbursement of commission) should stamp both boxes applicable to them

Stamp of person claiming commission and VAT reg. no.	Stamp of other intermediary (bank) reimbursement of commission and VAT reg. no.	Stamp of person claiming commission and VAT reg. no.	Stamp of other intermediary (bank) reimbursement of commission and VAT reg. no.
(If not completed for VAT pay "None")	(If not completed for VAT pay "None")	(If not completed for VAT pay "None")	(If not completed for VAT pay "None")
Commission allocated	Units accepted	Commission allocated	Units accepted

Erskine's profits up to £3.5m

By Lawrence Lever

Erskine House, the rapidly expanding office equipment group, yesterday announced record half-year profits before tax of £3.5 million compared with £1.9 million in the corresponding half of last year.

The results, which include a rise in the interim dividend by one third to 1.6p, were accompanied by an optimistic statement from Mr Brian McGillivray, the Erskine chairman and former Rentokil managing director.

Mr McGillivray said that the company expected "a strong second-half performance" and that confidence among the company's sales force was high.

Turnover for the six months to September 30 was £46 million compared with £33 million. Earnings per share have increased from 6p to 8p.

The company's US expansion appears to be bearing fruit with the contribution to profits from the US rising from £546,000 to £1.3 million.

Mr McGillivray said that margins should improve in the second half, thanks in part to a rationalization of overheads after the sale of the company's furniture distribution business in September. The sale produced an extraordinary loss of £278,000.

Bell takes breather after a week of hectic trading



Robert Holmes à Court: buyer said to be friendly

(Reuters) — Heavy buying of shares in Robert Holmes à Court's Bell Resources has subsided after a week in which almost 10 per cent of the company has changed hands.

Barely 800,000 Bell Resources shares were traded on Tuesday, with the stock closing 9 cents down at Aus\$1.66.

About 46 million Bell Resources shares have traded in the last week at prices as high as Aus\$1.95 a share, brokers said.

Share analysts were sceptical about reported speculation that Mr Robert Maxwell, the publisher, or Standard Chartered were involved. "It looks like institutional buying," said Mr Ian Story, research director of BZW Meares, the Sydney stockbroker.

Mr Maxwell and Standard Chartered, in which Bell Group has a 15 per cent stake, have been mooted as potential Bell Resources buyers along with Elders IXL and Broken Hill Proprietary. Elders and BHP have denied involvement in last week's buying.

The drop in demand for Bell Resources coincided with the disclosure of a cut in its credit rating to B from A-minus by the private rating agency Australian Ratings.

Share analysts said the rerating was expected as a reaction to the fall in the value of Bell's large equity holdings in other companies after the share market slump.

They said market rumours held that Mr Maxwell was buying to pressure Mr Holmes à Court to sell him Australian media assets. But they noted no media interests are held through Bell Resources. Standard Chartered buying was seen as repayment for Bell's part in its 1986 rescue.

But Mr Story said the high level of offshore sales in Bell last week showed London-based and European institutional investors were taking a positive long-term view of its share price.

Mr Tony Moody, of AC Goode, the Melbourne broker, said he believed the buyer was known to Bell.

"It is likely to be friendly to Bell. I believe Bell knows, John Elliott (Elders IXL chairman) knows and BHP knows. It's just a question of waiting to see," he said.

Bell Resources' biggest asset is a 30 per cent stake in Broken Hill, built in its successive raids on Australia's largest company. Elders holds a further 19 per cent of BHP.

Research body launched

By Colin Narbrough

Ashridge Management College yesterday launched a new research body — Ashridge Strategic Centre — to study decision-making processes at the highest level.

The centre will give special focus to multi-business companies, the role of corporate headquarters and group and divisional issues.

Among likely early projects are research into the value of statements on corporate aims and the impact of strategic control targets and budget systems on business unit decisions.

Sir John Hedley Greenborough, chairman of the Hertfordshire college, said the new venture was possible thanks to the "enthusiastic" support of companies such as BP, BOC, ICI, Lloyds Bank and United Biscuits, which will work closely with the centre on its research agenda and provide financial backing.

The idea of the new centre came from two founder-directors — Mr Michael Gould and Mr Andrew Campbell, former consultants with respectively Boston Consulting and McKinsey, who have been engaged in this field for the past three years at the London Business School.

Mayne sets up London listing

By Allison Eadie

Mayne Nickless, the Australian freight transport, security and computing services group, has applied for a London listing for its shares. Dealings are expected to start tomorrow.

Mayne is an international company based in Melbourne, with extensive operations in Britain through Parceline, Security Express and Armaguard. The British businesses generated revenue of Aus\$150 million (£58 million) in the year ending June 28.

Mayne has chosen to list its shares in London because its principal development thrust is in Britain and Europe. It is looking for acquisitions, particularly in general security and express freight. There are some small such British acquisitions in the pipeline.

Mr Lindsay Bytheway, the finance director, said that the company had considered postponing the listing because of the worldwide stock market

crash, but decided against it because the reasons for the listing remained as good as ever.

Mayne Nickless's value has held up better than the market in Australia, Mr Bytheway said. It was capitalized at A\$721.4 million last Friday.

The group has 26,585 employees worldwide, with about half working outside Australia. It has sizeable operations in North America and interests in New Zealand, China and several European countries.

In the year to June 28, Mayne made an operating profit before tax of Aus\$107.7 million on a turnover of Aus\$1.76 billion. In the current year, each of the group's three core businesses is performing well with revenue well ahead of last year.

Operating profit in the first quarter was more than 50 per cent higher on first quarter 1986, the company said.

TRADITIONAL OPTIONS

First Dealings November 18 Last Dealings November 18 Last Declaration February 22
Call options were taken out on 24/11/87. De La Piaz, Bristol Channel, M Y Hilda, Burdette Inv., Property Trust, M K Electric, Eagle Tel, Core Gold, Blackie Leisure, Dares Estates, Parkdale Hldgs., Singer & Friedlander, Concess Secs.

LONDON TRADED OPTIONS

	Series	Call	Put	Call	Put	Call	Put	Call	Put
		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
Also Lyon	300	55	67	78	13	17	22	22	22
(343)	330	34	45	56	22	30	36	36	36
Bea	300	18	28	40	37	45	50		
(343)	330	55	65	75	10	10	10		
Bell	300	85	95	110	30	35	40		
(343)	330	85	90	100	45	55	65		
Bir Air	300	45	55	65	95	105	115		
(143)	330	14	19	27	33	38	44		
Birt Com	300	16	9	17	23	34	45		
(328)	330	23	29	35	45	55	65		
Birt Gas	300	130	11	16	22	30	38		
(133)	330	11	18	23	30	40	50		
BP	240	27	35	43	5	18	25		
(343)	330	15	25	35	20	25	30		
Birtell	200	23	33	43	25	35	45		
(199)	330	17	27	37	30	40	50		
Cash Gold	300	165	170	185	180	185	190		
(796)	330	600	600	600	600	600	600		
Courtnaid	300	72	82	95	10	10	10		
(354)	330	38	48	58	30	35	40		
Cash Union	300	35	45	55	15	20	25		
(359)	330	23	33	42	25	35	45		
C & W	250	57	67	75	90	10	22	27	
(304)	330	47	57	67	77	87	97		
CIT	300	130	23	37	54	54	64		
(193)	330	23	35	45	6	13	17		
Gen	200	6	13	20	17	17	27	37	
(72)	330	6	13	20	17	17	27	37	
GN	300	55	65	75	30	35	40		
(72)	330	65	75	85	40	45	50		
Grand M	300	68	78	90	45	55	65		
(141)	330	58	68	80	45	55	65		
ICI	300	15	27	38	98	98	75		
(133)	330	150	160	165	85	85	85		
Jager	300	105	105	105	115	115	130		
(305)	330	105	105	105	115	115	130		
Land Sec	300	45	55	70	19	19	37		
(448)	330	45	55	70	19	19	37		
M & B	300	75	85	100	12	17	22		
(118)	330	45	55	70	19	19	37		
R-Royce	110	6	12	20	25	12	18		
(117)	330	12	18	25	25	25	25		
Sandwich	240	45	9	15	35	35	35		
(353)	330	15	25	31	35	35	35		
Shell	300	105	105	105	115	115	130		
(1003)	330	105	105	105	115	115	130		
Shorline	300	45	55	75	8	15	18		
(356)	330	45	55	75	8	15	18		
Trigler	300	55	65	75	10	15	20		
(707)	330	55	65	75	10	15	20		
Tys	110	11	15	19	10	14	17		
(287)	330	12	16	21	21	25	25		
Woolworth	300	15	25	35	40	45	50		
(343)	330	15	25	35	40	45	50		
Series Data	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
Anstrud	110	25	37	7	13	15			
(118)	330	25	37	7	13	15			
Banley	420	45	55	74	17	27	40		
(450)	330	45	55	74	17	27	40		
Boschom	300	85	95	110	30	35	40		
(451)	330	85	95	110	30	35	40		
Brock	420	85	95	110	30	35	40		
(330)	330	85	95	110	30	35	40		
Brown	240	11	23	33	25	25	25		
(251)	330	11	23	33	25	25	25		
Btr	240	25	35	45	13	23	35		
(307)	330	25	35	45	13	23	35		
Cash Circ	300	48	58	7	8	15	25		
(330)	330	48	58	7	8	15	25		
Davens	240	54	64	74	10	17	22		
(334)	330	54	64	74	10	17	22		
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UNLISTED SECURITIES

1977	1976	1975	1974	1973	1972	1971	1970	1969	1968	1967	1966	1965	1964	1963	1962	1961	1960	1959	1958	1957	1956	1955	1954	1953	1952	1951	1950	1949	1948	1947	1946	1945	1944	1943	1942	1941	1940	1939	1938	1937	1936	1935	1934	1933	1932	1931	1930	1929	1928	1927	1926	1925	1924	1923	1922	1921	1920	1919	1918	1917	1916	1915	1914	1913	1912	1911	1910	1909	1908	1907	1906	1905	1904	1903	1902	1901	1900	1899	1898	1897	1896	1895	1894	1893	1892	1891	1890	1889	1888	1887	1886	1885	1884	1883	1882	1881	1880	1879	1878	1877	1876	1875	1874	1873	1872	1871	1870	1869	1868	1867	1866	1865	1864	1863	1862	1861	1860	1859	1858	1857	1856	1855	1854	1853	1852	1851	1850	1849	1848	1847	1846	1845	1844	1843	1842	1841	1840	1839	1838	1837	1836	1835	1834	1833	1832	1831	1830	1829	1828	1827	1826	1825	1824	1823	1822	1821	1820	1819	1818	1817	1816	1815	1814	1813	1812	1811	1810	1809	1808	1807	1806	1805	1804	1803	1802	1801	1800	1799	1798	1797	1796	1795	1794	1793	1792	1791	1790	1789	1788	1787	1786	1785	1784	1783	1782	1781	1780	1779	1778	1777	1776	1775	1774	1773	1772	1771	1770	1769	1768	1767	1766	1765	1764	1763	1762	1761	1760	1759	1758	1757	1756	1755	1754	1753	1752	1751	1750	1749	1748	1747	1746	1745	1744	1743	1742	1741	1740	1739	1738	1737	1736	1735	1734	1733	1732	1731	1730	1729	1728	1727	1726	1725	1724	1723	1722	1721	1720	1719	1718	1717	1716	1715	1714	1713	1712	1711	1710	1709	1708	1707	1706	1705	1704	1703	1702	1701	1700	1699	1698	1697	1696	1695	1694	1693	1692	1691	1690	1689	1688	1687	1686	1685	1684	1683	1682	1681	1680	1679	1678	1677	1676	1675	1674	1673	1672	1671	1670	1669	1668	1667	1666	1665	1664	1663	1662	1661	1660	1659	1658	1657	1656	1655	1654	1653	1652	1651	1650	1649	1648	1647	1646	1645	1644	1643	1642	1641	1640	1639	1638	1637	1636	1635	1634	1633	1632	1631	1630	1629	1628	1627	1626	1625	1624	1623	1622	1621	1620	1619	1618	1617	1616	1615	1614	1613	1612	1611	1610	1609	1608	1607	1606	1605	1604	1603	1602	1601	1600	1599	1598	1597	1596	1595	1594	1593	1592	1591	1590	1589	1588	1587	1586	1585	1584	1583	1582	1581	1580	1579	1578	1577	1576	1575	1574	1573	1572	1571	1570	1569	1568	1567	1566	1565	1564	1563	1562	1561	1560	1559	1558	1557	1556	1555	1554	1553	1552	1551	1550	1549	1548	1547	1546	1545	1544	1543	1542	1541	1540	1539	1538	1537	1536	1535	1534	1533	1532	1531	1530	1529	1528	1527	1526	1525	1524	1523	1522	1521	1520	1519	1518	1517	1516	1515	1514	1513	1512	1511	1510	1509	1508	1507	1506	1505	1504	1503	1502	1501	1500	1499	1498	1497	1496	1495	1494	1493	1492	1491	1490	1489	1488	1487	1486	1485	1484	1483	1482	1481	1480	1479	1478	1477	1476	1475	1474	1473	1472	1471	1470	1469	1468	1467	1466	1465	1464	1463	1462	1461	1460	1459	1458	1457	1456	1455	1454	1453	1452	1451	1450	1449	1448	1447	1446	1445	1444	1443	1442	1441	1440	1439	1438	1437	1436	1435	1434	1433	1432	1431	1430	1429	1428	1427	1426	1425	1424	1423	1422	1421	1420	1419	1418	1417	1416	1415	1414	1413	1412	1411	1410	1409	1408	1407	1406	1405	1404	1403	1402	1401	1400	1399	1398	1397	1396	1395	1394	1393	1392	1391	1390	1389	1388	1387	1386	1385	1384	1383	1382	1381	1380	1379	1378	1377	1376	1375	1374	1373	1372	1371	1370	1369	1368	1367	1366	1365	1364	1363	1362	1361	1360	1359	1358	1357	1356	1355	1354	1353	1352	1351	1350	1349	1348	1347	1346	1345	1344	1343	1342	1341	1340	1339	1338	1337	1336	1335	1334	1333	1332	1331	1330	1329	1328	1327	1326	1325	1324	1323	1322	1321	1320	1319	1318	1317	1316	1315	1314	1313	1312	1311	1310	1309	1308	1307	1306	1305	1304	1303	1302	1301	1300	1299	1298	1297	1296	1295	1294	1293	1292	1291	1290	1289	1288	1287	1286	1285	1284	1283	1282	1281	1280	1279	1278	1277	1276	1275	1274	1273	1272	1271	1270	1269	1268	1267	1266	1265	1264	1263	1262	1261	1260	1259	1258	1257	1256	1255	1254	1253	1252	1251	1250	1249	1248	1247	1246	1245	1244	1243	1242	1241	1240	1239	1238	1237	1236	1235	1234	1233	1232	1231	1230	1229	1228	1227	1226	1225	1224	1223	1222	1221	1220	1219	1218	1217	1216	1215	1214	1213	1212	1211	1210	1209	1208	1207	1206	1205	1204	1203	1202	1201	1200	1199	1198	1197	1196	1195	1194	1193	1192	1191	1190	1189	1188	1187	1186	1185	1184	1183	1182	1181	1180	1179	1178	1177	1176	1175	1174	1173	1172	1171	1170	1169	1168	1167	1166	1165	1164	1163	1162	1161	1160	1159	1158	1157	1156	1155	1154	1153	1152	1151	1150	1149	1148	1147	1146	1145	1144	1143	1142	1141	1140	1139	1138	1137	1136	1135	1134	1133	1132	1131	1130	1129	1128	1127	1126	1125	1124	1123	1122	1121	1120	1119	1118	1117	1116	1115	1114	1113	1112	1111	1110	1109	1108	1107	1106	1105	1104	1103	1102	1101	1100	1099	1098	1097	1096	1095	1094	1093	1092	1091	1090	1089	1088	1087	1086	1085	1084	1083	1082	1081	1080	1079	1078	1077	1076	1075	1074	1073	1072	1071	1070	1069	1068	1067	1066	1065	1064	1063	1062	1061	1060	1059	1058	1057	1056	1055	1054	1053	1052	1051	1050	1049	1048	1047	1046	1045	1044	1043	1042	1041	1040	1039	1038	1037	1036	1035	1034	1033	1032	1031	1030	1029	1028	1027	1026	1025	1024	1023	1022	1021	1020	1019	1018	1017	1016	1015	1014	1013	1012	1011	1010	1009	1008	1007	1006	1005	1004	1003	1002	1001	1000	999	998	997	996	995	994	993	992	991	990	989	988	987	986	985	984	983	982	981	980	979	978	977	976	975	974	973	972	971	970	969	968	967	966	965	964	963	962	961	960	959	958	957	956	955	954	953	952	951	950	949	948	947	946	945	944	943	942	941	940	939	938	937	936	935	934	933	932	931	930	929	928	927	926	925	924	923	922	921	920	919	918	917	916	915	914	913	912	911	910	909	908	907	906	905	904	903	902	901	900	899	898	897	896	895	894	893	892	891	890	889	888	887	886	885	884	883	882	881	880	879	878	877	876	875	874	873	872	871	870	869	868	867	866	865	864	863	862	861	860	859	858	857	856	855	854	853	852	851	850	849	848	847	846	845	844	843	842	841	840	839	838	837	836	835	834	833	832	831	830	829	828	827	826	825	824	823	822	821	820	819	818	817	816	815	814	813	812	811	810	809	808	807	806	805	804	803	802	801	800	799	798	797	796	795	794	793	792	791	790	789	788	787	786	785	784	783	782	781	780	779	778	777	776	775	774	773	772	771	770	769	768	767	766	765	764	763	762	761	760	759	758	757	756	755	754	753	752	751	750	749	748	747	746	745	744	743	742	741	740	739	738	737	736	735	734	733	732	731	730	729	728	727	726	725	724	723	722	721	720	719	718	717	716	715	714	713	712	711	710	709	708	707	706	705	704	703	702	701	700	699	698	697	696	695	694	693	692	691	690	689	688	687	686	685	684	683	682	681	680	679	678	677	676	675	674	673	672	671	670	669	668	667	666	665	664	663	662	661	660	659	658	657	656	655	654	653	652	651	650	649	648	647	646	645	644	643	642	641	640	639	638	637	636	635	634	633	632	631	630	629	628	627	626	625	624	623	622	621	620	619	618	617	616	615	614	613	612	611	610	609	608	607	606	605	604	603	602	601	600	599	598	597	596	595	594	593	592	591	590	589	588	587	586	585	584	583	582	581	580	579	578	577	576	575	574	573	572	571	570	569	568	567	566	565	564	563	562	561	560	559	558	557	556	555	554	553	
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FOREIGN EXCHANGES

[illegible]

DOLLAR SPOT RATES

[illegible]

MONEY MARKETS

Base Rate %	Clearing Bkts 9	Finance Hse 10%	Drifter CDs (%)	3 mth: 7.25-7.30	6 mth: 7.40-7.35
Discount Market Loans %			1 mth: 6.95-6.90		
Overnight Night 8% Low 7 Week Exec 8%			12 mth: 7.90-7.85		

EURO MONEY

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039	2040	2041	2042	2043	2044	2045	2046	2047	2048	2049	2050	2051	2052	2053	2054	2055	2056	2057	2058	2059	2060	2061	2062	2063	2064	2065	2066	2067	2068	2069	2070	2071	2072	2073	2074	2075	2076	2077	2078	2079	2080	2081	2082	2083	2084	2085	2086	2087	2088	2089	2090	2091	2092	2093	2094	2095	2096	2097	2098	2099	2100	2101	2102	2103	2104	2105	2106	2107	2108	2109	2110	2111	2112	2113	2114	2115	2116	2117	2118	2119	2120	2121	2122	2123	2124	2125	2126	2127	2128	2129	2130	2131	2132	2133	2134	2135	2136	2137	2138	2139	2140	2141	2142	2143	2144	2145	2146	2147	2148	2149	2150	2151	2152	2153	2154	2155	2156	2157	2158	2159	2160	2161	2162	2163	2164	2165	2166	2167	2168	2169	2170	2171	2172	2173	2174	2175	2176	2177	2178	2179	2180	2181	2182	2183	2184	2185	2186	2187	2188	2189	2190	2191	2192	2193	2194	2195	2196	2197	2198	2199	2200	2201	2202	2203	2204	2205	2206	2207	2208	2209	2210	2211	2212	2213	2214	2215	2216	2217	2218	2219	2220	2221	2222	2223	2224	2225	2226	2227	2228	2229	2230	2231	2232	2233	2234	2235	2236	2237	2238	2239	2240	2241	2242	2243	2244	2245	2246	2247	2248	2249	2250	2251	2252	2253	2254	2255	2256	2257	2258	2259	2260	2261	2262	2263	2264	2265	2266	2267	2268	2269	2270	2271	2272	2273	2274	2275	2276	2277	2278	2279	2280	2281	2282	2283	2284	2285	2286	2287	2288	2289	2290	2291	2292	2293	2294	2295	2296	2297	2298	2299	2300	2301	2302	2303	2304	2305	2306	2307	2308	2309	2310	2311	2312	2313	2314	2315	2316	2317	2318	2319	2320	2321	2322	2323	2324	2325	2326	2327	2328	2329	2330	2331	2332	2333	2334	2335	2336	2337	2338	2339	2340	2341	2342	2343	2344	2345	2346	2347	2348	2349	2350	2351	2352	2353	2354	2355	2356	2357	2358	2359	2360	2361	2362	2363	2364	2365	2366	2367	2368	2369	2370	2371	2372	2373	2374	2375	2376	2377	2378	2379	2380	2381	2382	2383	2384	2385	2386	2387	2388	2389	2390	2391	2392	2393	2394	2395	2396	2397	2398	2399	2400	2401	2402	2403	2404	2405	2406	2407	2408	2409	2410	2411	2412	2413	2414	2415	2416	2417	2418	2419	2420	2421	2422	2423	2424	2425	2426	2427	2428	2429	2430	2431	2432	2433	2434	2435	2436	2437	2438	2439	2440	2441	2442	2443	2444	2445	2446	2447	2448	2449	2450	2451	2452	2453	2454	2455	2456	2457	2458	2459	2460	2461	2462	2463	2464	2465	2466	2467	2468	2469	2470	2471	2472	2473	2474	2475	2476	2477	2478	2479	2480	2481	2482	2483	2484	2485	2486	2487	2488	2489	2490	2491	2492	2493	2494	2495	2496	2497	2498	2499	2500	2501	2502	2503	2504	2505	2506	2507	2508	2509	2510	2511	2512	2513	2514	2515	2516	2517	2518	2519	2520	2521	2522	2523	2524	2525	2526	2527	2528	2529	2530	2531	2532	2533	2534	2535	2536	2537	2538	2539	2540	2541	2542	2543	2544	2545	2546	2547	2548	2549	2550	2551	2552	2553	2554	2555	2556	2557	2558	2559	2560	2561	2562	2563	2564	2565	2566	2567	2568	2569	2570	2571	2572	2573	2574	2575	2576	2577	2578	2579	2580	2581	2582	2583	2584	2585	2586	2587	2588	2589	2590	2591	2592	2593	2594	2595	2596	2597	2598	2599	2600	2601	2602	2603	2604	2605	2606	2607	2608	2609	2610	2611	2612	2613	2614	2615	2616	2617	2618	2619	2620	2621	2622	2623	2624	2625	2626	2627	2628	2629	2630	2631	2632	2633	2634	2635	2636	2637	2638	2639	2640	2641	2642	2643	2644	2645	2646	2647	2648	2649	2650	2651	2652	2653	2654	2655	2656	2657	2658	2659	2660	2661	2662	2663	2664	2665	2666	2667	2668	2669	2670	2671	2672	2673	2674	2675	2676	2677	2678	2679	2680	2681	2682	2683	2684	2685	2686	2687	2688	2689	2690	2691	2692	2693	2694	2695	2696	2697	2698	2699	2700	2701	2702	2703	2704	2705	2706	2707	2708	2709	2710	2711	2712	2713	2714	2715	2716	2717	2718	2719	2720	2721	2722	2723	2724	2725	2726	2727	2728	2729	2730	2731	2732	2733	2734	2735	2736	2737	2738	2739	2740	2741	2742	2743	2744	2745	2746	2747	2748	2749	2750	2751	2752	2753	2754	2755	2756	2757	2758	2759	2760	2761	2762	2763	2764	2765	2766	2767	2768	2769	2770	2771	2772	2773	2774	2775	2776	2777	2778	2779	2780	2781	2782	2783	2784	2785	2786	2787	2788	2789	2790	2791	2792	2793	2794	2795	2796	2797	2798	2799	2800	2801	2802	2803	2804	2805	2806	2807	2808	2809	2810	2811	2812	2813	2814	2815	2816	2817	2818	2819	2820	2821	2822	2823	2824	2825	2826	2827	2828	2829	2830	2831	2832	2833	2834	2835	2836	2837	2838	2839	2840	2841	2842	2843	2844	2845	2846	2847	2848	2849	2850	2851	2852	2853	2854	2855	2856	2857	2858	2859	2860	2861	2862	2863	2864	2865	2866	2867	2868	2869	2870	2871	2872	2873	2874	2875	2876	2877	2878	2879	2880	2881	2882	2883	2884	2885	2886	2887	2888	2889	2890	2891	2892	2893	2894	2895	2896	2897	2898	2899	2900	2901	2902	2903	2904	2905	2906	2907	2908	2909	2910	2911	2912	2913	2914	2915	2916	2917	2918	2919	2920	2921	2922	2923	2924	2925	2926	2927	2928	2929	2930	2931	2932	2933	2934	2935	2936	2937	2938	2939	2940	2941	2942	2943	2944	2945	2946	2947	2948	2949	2950	2951	2952	2953	2954	2955	2956	2957	2958	2959	2960	2961	2962	2963	2964	2965	2966	2967	2968	2969	2970	2971	2972	2973	2974	2975	2976	2977	2978	2979	2980	2981	2982	2983	2984	2985	2986	2987	2988	2989	2990	2991	2992	2993	2994	2995	2996	2997	2998	2999	3000
Population	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																														

1st	2nd	3rd	4th	5th	6th	7th	8th	9th	10th	11th	12th	13th	14th	15th	16th	17th	18th	19th	20th	21st	22nd	23rd	24th	25th	26th	27th	28th	29th	30th	31st	32nd	33rd	34th	35th	36th	37th	38th	39th	40th	41st	42nd	43rd	44th	45th	46th	47th	48th	49th	50th	51st	52nd	53rd	54th	55th	56th	57th	58th	59th	60th	61st	62nd	63rd	64th	65th	66th	67th	68th	69th	70th	71st	72nd	73rd	74th	75th	76th	77th	78th	79th	80th	81st	82nd	83rd	84th	85th	86th	87th	88th	89th	90th	91st	92nd	93rd	94th	95th	96th	97th	98th	99th	100th	101st	102nd	103rd	104th	105th	106th	107th	108th	109th	110th	111th	112th	113th	114th	115th	116th	117th	118th	119th	120th	121st	122nd	123rd	124th	125th	126th	127th	128th	129th	130th	131st	132nd	133rd	134th	135th	136th	137th	138th	139th	140th	141st	142nd	143rd	144th	145th	146th	147th	148th	149th	150th	151st	152nd	153rd	154th	155th	156th	157th	158th	159th	160th	161st	162nd	163rd	164th	165th	166th	167th	168th	169th	170th	171st	172nd	173rd	174th	175th	176th	177th	178th	179th	180th	181st	182nd	183rd	184th	185th	186th	187th	188th	189th	190th	191st	192nd	193rd	194th	195th	196th	197th	198th	199th	200th	201st	202nd	203rd	204th	205th	206th	207th	208th	209th	210th	211st	212nd	213rd	214th	215th	216th	217th	218th	219th	220th	221st	222nd	223rd	224th	225th	226th	227th	228th	229th	230th	231st	232nd	233rd	234th	235th	236th	237th	238th	239th	240th	241st	242nd	243rd	244th	245th	246th	247th	248th	249th	250th	251st	252nd	253rd	254th	255th	256th	257th	258th	259th	260th	261st	262nd	263rd	264th	265th	266th	267th	268th	269th	270th	271st	272nd	273rd	274th	275th	276th	277th	278th	279th	280th	281st	282nd	283rd	284th	285th	286th	287th	288th	289th	290th	291st	292nd	293rd	294th	295th	296th	297th	298th	299th	300th	301st	302nd	303rd	304th	305th	306th	307th	308th	309th	310th	311st	312nd	313rd	314th	315th	316th	317th	318th	319th	320th	321st	322nd	323rd	324th	325th	326th	327th	328th	329th	330th	331st	332nd	333rd	334th	335th	336th	337th	338th	339th	340th	341st	342nd	343rd	344th	345th	346th	347th	348th	349th	350th	351st	352nd	353rd	354th	355th	356th	357th	358th	359th	360th	361st	362nd	363rd	364th	365th	366th	367th	368th	369th	370th	371st	372nd	373rd	374th	375th	376th	377th	378th	379th	380th	381st	382nd	383rd	384th	385th	386th	387th	388th	389th	390th	391st	392nd	393rd	394th	395th	396th	397th	398th	399th	400th	401st	402nd	403rd	404th	405th	406th	407th	408th	409th	410th	411st	412nd	413rd	414th	415th	416th	417th	418th	419th	420th	421st	422nd	423rd	424th	425th	426th	427th	428th	429th	430th	431st	432nd	433rd	434th	435th	436th	437th	438th	439th	440th	441st	442nd	443rd	444th	445th	446th	447th	448th	449th	450th	451st	452nd	453rd	454th	455th	456th	457th	458th	459th	460th	461st	462nd	463rd	464th	465th	466th	467th	468th	469th	470th	471st	472nd	473rd	474th	475th	476th	477th	478th	479th	480th	481st	482nd	483rd	484th	485th	486th	487th	488th	489th	490th	491st	492nd	493rd	494th	495th	496th	497th	498th	499th	500th	501st	502nd	503rd	504th	505th	506th	507th	508th	509th	510th	511st	512nd	513rd	514th	515th	516th	517th	518th	519th	520th	521st	522nd	523rd	524th	525th	526th	527th	528th	529th	530th	531st	532nd	533rd	534th	535th	536th	537th	538th	539th	540th	541st	542nd	543rd	544th	545th	546th	547th	548th	549th	550th	551st	552nd	553rd	554th	555th	556th	557th	558th	559th	560th	561st	562nd	563rd	564th	565th	566th	567th	568th	569th	570th	571st	572nd	573rd	574th	575th	576th	577th	578th	579th	580th	581st	582nd	583rd	584th	585th	586th	587th	588th	589th	590th	591st	592nd	593rd	594th	595th	596th	597th	598th	599th	600th	601st	602nd	603rd	604th	605th	606th	607th	608th	609th	610th	611st	612nd	613rd	614th	615th	616th	617th	618th	619th	620th	621st	622nd	623rd	624th	625th	626th	627th	628th	629th	630th	631st	632nd	633rd	634th	635th	636th	637th	638th	639th	640th	641st	642nd	643rd	644th	645th	646th	647th	648th	649th	650th	651st	652nd	653rd	654th	655th	656th	657th	658th	659th	660th	661st	662nd	663rd	664th	665th	666th	667th	668th	669th	670th	671st	672nd	673rd	674th	675th	676th	677th	678th	679th	680th	681st	682nd	683rd	684th	685th	686th	687th	688th	689th	690th	691st	692nd	693rd	694th	695th	696th	697th	698th	699th	700th	701st	702nd	703rd	704th	705th	706th	707th	708th	709th	710th	711st	712nd	713rd	714th	715th	716th	717th	718th	719th	720th	721st	722nd	723rd	724th	725th	726th	727th	728th	729th	730th	731st	732nd	733rd	734th	735th	736th	737th	738th	739th	740th	741st	742nd	743rd	744th	745th	746th	747th	748th	749th	750th	751st	752nd	753rd	754th	755th	756th	757th	758th	759th	760th	761st	762nd	763rd	764th	765th	766th	767th	768th	769th	770th	771st	772nd	773rd	774th	775th	776th	777th	778th	779th	780th	781st	782nd	783rd	784th	785th	786th	787th	788th	789th	790th	791st	792nd	793rd	794th	795th	796th	797th	798th	799th	800th	801st	802nd	803rd	804th	805th	806th	807th	808th	809th	810th	811st	812nd	813rd	814th	815th	816th	817th	818th	819th	820th	821st	822nd	823rd	824th	825th	826th	827th	828th	829th	830th	831st	832nd	833rd	834th	835th	836th	837th	838th	839th	840th	841st	842nd	843rd	844th	845th	846th	847th	848th	849th	850th	851st	852nd	853rd	854th	855th	856th	857th	858th	859th	860th	861st	862nd	863rd	864th	865th	866th	867th	868th	869th	870th	871st	872nd	873rd	874th	875th	876th	877th	878th	879th	880th	881st	882nd	883rd	884th	885th	886th	887th	888th	889th	890th	891st	892nd	893rd	894th	895th	896th	897th	898th	899th	900th	901st	902nd	903rd	904th	905th	906th	907th	908th	909th	910th	911st	912nd	913rd	914th	915th	916th	917th	918th	919th	920th	921st	922nd	923rd	924th	925th	926th	927th	928th	929th	930th	931st	932nd	933rd	934th	935th	936th	937th	938th	939th	940th	941st	942nd	943rd	944th	945th	946th	947th	948th	949th	950th	951st	952nd	953rd	954th	955th	956th	957th	958th	959th	960th	961st	962nd	963rd	964th	965th	966th	967th	968th	969th	970th	971st	972nd	973rd	974th	975th	976th	977th	978th	979th	980th	981st	982nd	983rd	984th	985th	986th	987th	988th	989th	990th	991st	992nd	993rd	994th	995th	996th	997th	998th	999th	1000th
20	30	-1	27	34	119																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																		

INVESTMENT TRUSTS

[illegible]

GOLD

0-478.50 Close: \$473.50-474.00
-477.75 Low: \$473.50-474.00

Per coin (Ex VAT)

0.50-492.50 (\$274.50-278.00)
\$473.00-476.00 (\$266.25-268.25)
lot: \$487.50-492.50 (\$274.50-278.00)
lot: \$477.50-492.50 (\$274.50-278.00)
one: \$111.25-112.25 (\$62.50-63.25)
one: \$111.25-112.75 (\$62.50-63.50)
5.25 (\$263.75)
16.00 (\$85.15)
.00 (\$3.8575-3.8725)

LONDON FINANCIAL FUTURE

	Open	High	Low	Close	Vol		Open	High	Low	Close	Vol
Three Month Eurodollar						US Treasury Bond					
Dec 87	91.04	91.24	90.96	91.14	11652	Dec 87	121.18	121.25	121.06	on interest	7027
Jan 88	91.04	91.24	90.96	91.14	11652	Dec 87	121.18	121.25	121.06	on interest	7027
Feb 88	91.04	91.24	90.96	91.14	11652	Jan 88	121.18	121.25	121.06	on interest	7027
Mar 88	91.04	91.24	90.96	91.14	11652	Feb 88	121.18	121.25	121.06	on interest	7027
Apr 88	91.04	91.24	90.96	91.14	11652	Mar 88	121.18	121.25	121.06	on interest	7027
May 88	91.04	91.24	90.96	91.14	11652	Apr 88	121.18	121.25	121.06	on interest	7027
Jun 88	91.04	91.24	90.96	91.14	11652	May 88	121.18	121.25	121.06	on interest	7027
Jul 88	91.04	91.24	90.96	91.14	11652	Jun 88	121.18	121.25	121.06	on interest	7027
Aug 88	91.04	91.24	90.96	91.14	11652	Jul 88	121.18	121.25	121.06	on interest	7027
Sep 88	91.04	91.24	90.96	91.14	11652	Aug 88	121.18	121.25	121.06	on interest	7027
Oct 88	91.04	91.24	90.96	91.14	11652	Sep 88	121.18	121.25	121.06	on interest	7027
Nov 88	91.04	91.24	90.96	91.14	11652	Oct 88	121.18	121.25	121.06	on interest	7027
Dec 88	91.04	91.24	90.96	91.14	11652	Nov 88	121.18	121.25	121.06	on interest	7027
Jan 89	91.04	91.24	90.96	91.14	11652	Dec 88	121.18	121.25	121.06	on interest	7027
Feb 89	91.04	91.24	90.96	91.14	11652	Jan 89	121.18	121.25	121.06	on interest	7027
Mar 89	91.04	91.24	90.96	91.14	11652	Feb 89	121.18	121.25	121.06	on interest	7027
Apr 89	91.04	91.24	90.96	91.14	11652	Mar 89	121.18	121.25	121.06	on interest	7027
May 89	91.04	91.24	90.96	91.14	11652	Apr 89	121.18	121.25	121.06	on interest	7027
Jun 89	91.04	91.24	90.96	91.14	11652	May 89	121.18	121.25	121.06	on interest	7027
Jul 89	91.04	91.24	90.96	91.14	11652	Jun 89	121.18	121.25	121.06	on interest	7027
Aug 89	91.04	91.24	90.96	91.14	11652	Jul 89	121.18	121.25	121.06	on interest	7027
Sep 89	91.04	91.24	90.96	91.14	11652	Aug 89	121.18	121.25	121.06	on interest	7027
Oct 89	91.04	91.24	90.96	91.14	11652	Sep 89	121.18	121.25	121.06	on interest	7027
Nov 89	91.04	91.24	90.96	91.14	11652	Oct 89	121.18	121.25	121.06	on interest	7027
Dec 89	91.04	91.24	90.96	91.14	11652	Nov 89	121.18	121.25	121.06	on interest	7027
Jan 90	91.04	91.24	90.96	91.14	11652	Dec 89	121.18	121.25	121.06	on interest	7027
Feb 90	91.04	91.24	90.96	91.14	11652	Jan 90	121.18	121.25	121.06	on interest	7027
Mar 90	91.04	91.24	90.96	91.14	11652	Feb 90	121.18	121.25	121.06	on interest	7027
Apr 90	91.04	91.24	90.96	91.14	11652	Mar 90	121.18	121.25	121.06	on interest	7027
May 90	91.04	91.24	90.96	91.14	11652	Apr 90	121.18	121.25	121.06	on interest	7027
Jun 90	91.04	91.24	90.96	91.14	11652	May 90	121.18	121.25	121.06	on interest	7027
Jul 90	91.04	91.24	90.96	91.14	11652	Jun 90	121.18	121.25	121.06	on interest	7027
Aug 90	91.04	91.24	90.96	91.14	11652	Jul 90	121.18	121.25	121.06	on interest	7027
Sep 90	91.04	91.24	90.96	91.14	11652	Aug 90	121.18	121.25	121.06	on interest	7027
Oct 90	91.04	91.24	90.96	91.14	11652	Sep 90	121.18	121.25	121.06	on interest	7027
Nov 90	91.04	91.24	90.96	91.14	11652	Oct 90	121.18	121.25	121.06	on interest	7027
Dec 90	91.04	91.24	90.96	91.14	11652	Nov 90	121.18	121.25	121.06	on interest	7027
Jan 91	91.04	91.24	90.96	91.14	11652	Dec 90	121.18	121.25	121.06	on interest	7027
Feb 91	91.04	91.24	90.96	91.14	11652	Jan 91	121.18	121.25	121.06	on interest	7027
Mar 91	91.04	91.24	90.96	91.14	11652	Feb 91	121.18	121.25	121.06	on interest	7027
Apr 91	91.04	91.24	90.96	91.14	11652	Mar 91	121.18	121.25	121.06	on interest	7027
May 91	91.04	91.24	90.96	91.14	11652	Apr 91	121.18	121.25	121.06	on interest	7027
Jun 91	91.04	91.24	90.96	91.14	11652	May 91	121.18	121.25	121.06	on interest	7027
Jul 91	91.04	91.24	90.96	91.14	11652	Jun 91	121.18	121.25	121.06	on interest	7027
Aug 91	91.04	91.24	90.96	91.14	11652	Jul 91	121.18	121.25	121.06	on interest	7027
Sep 91	91.04	91.24	90.96	91.14	11652	Aug 91	121.18	121.25	121.06	on interest	7027
Oct 91	91.04	91.24	90.96	91.14	11652	Sep 91	121.18	121.25	121.06	on interest	7027
Nov 91	91.04	91.24	90.96	91.14	11652	Oct 91	121.18	121.25	121.06	on interest	7027
Dec 91	91.04	91.24	90.96	91.14	11652	Nov 91	121.18	121.25	121.06	on interest	7027
Jan 92	91.04	91.24	90.96	91.14	11652	Dec 91	121.18	121.25	121.06	on interest	7027
Feb 92	91.04	91.24	90.96	91.14	11652	Jan 92	121.18	121.25	121.06	on interest	7027
Mar 92	91.04	91.24	90.96	91.14	11652	Feb 92	121.18	121.25	121.06	on interest	7027
Apr 92	91.04	91.24	90.96	91.14	11652	Mar 92	121.18	121.25	121.06	on interest	7027
May 92	91.04	91.24	90.96	91.14	11652	Apr 92	121.18	121.25	121.06	on interest	7027
Jun 92	91.04	91.24	90.96	91.14	11652	May 92	121.18	121.25	121.06	on interest	7027
Jul 92	91.04	91.24	90.96	91.14	11652	Jun 92	121.18	121.25	121.06	on interest	7027
Aug 92	91.04	91.24	90.96	91.14	11652	Jul 92	121.18	121.25	121.06	on interest	7027
Sep 92	91.04	91.24	90.96	91.14	11652	Aug 92	121.18	121.25	121.06	on interest	7027
Oct 92	91.04	91.24	90.96	91.14	11652	Sep 92	121.18	121.25	121.06	on interest	7027
Nov 92	91.04	91.24	90.96	91.14	11652	Oct 92	121.18	121.25	121.06	on interest	7027
Dec 92	91.04	91.24	90.96	91.14	11652	Nov 92	121.18	121.25	121.06	on interest	7027
Jan 93	91.04	91.24	90.96	91.14	11652	Dec 92	121.18	121.25	121.06	on interest	7027
Feb 93	91.04	91.24	90.96	91.14	11652	Jan 93	121.18	121.25	121.06	on interest	7027
Mar 93	91.04	91.24	90.96	91.14	11652	Feb 93	121.18	121.25	121.06	on interest	7027
Apr 93	91.04	91.24	90.96	91.14	11652	Mar 93	121.18	121.25	121.06	on interest	7027
May 93	91.04	91.24	90.96	91.14	11652	Apr 93	121.18	121.25	121.06	on interest	7027
Jun 93	91.04	91.24	90.96	91.14	11652	May 93	121.18	121.25	121.06	on interest	7027
Jul 93	91.04	91.24	90.96	91.14	11652	Jun 93	121.18	121.25	121.06	on interest	7027
Aug 93	91.04	91.24	90.96	91.14	11652	Jul 93	121.18	121.25	121.06	on interest	7027
Sep 93	91.04	91.24	90.96	91.14	11652	Aug 93	121.18	121.25	121.06	on interest	7027
Oct 93	91.04	91.24	90.96	91.14	11652	Sep 93	121.18	121.25	121.06	on interest	7027
Nov 93	91.04	91.24	90.96	91.14	11652	Oct 93	121.18	121.25	121.06	on interest	7027
Dec 93	91.04	91.24	90.96	91.14	11652	Nov 93	121.18	121.25	121.06	on interest	7027
Jan 94	91.04	91.24	90.96	91.14	11652	Dec 93	121.18	121.25	121.06	on interest	7027
Feb 94	91.04	91.24	90.96	91.14	11652	Jan 94	121.18	121.25	121.06	on interest	7027
Mar 94	91.04	91.24	90.96	91.14	11652	Feb 94	121.18	121.25	121.06	on interest	7027
Apr 94	91.04	91.24	90.96	91.14	11652	Mar 94	121.18	121.25	121.06	on interest	7027
May 94	91.04	91.24	90.96	91.14	11652	Apr 94	121.18	121.25	121.06	on interest	7027
Jun 94	91.04	91.24	90.96	91.14	11652	May 94	121.18	121.25	121.06	on interest	7027
Jul 94	91.04	91.24	90.96	91.14	11652	Jun 94	121.18	121.25	121.06	on interest	7027
Aug 94	91.04	91.24	90.96	91.14	11652	Jul 94	121.18	121.25	121.06	on interest	7027
Sep 94	91.04	91.24	90.96	91.14	11652	Aug 94	121.18	121.25	121.06	on interest	7027
Oct 94	91.04	91.24	90.96	91.14	11652	Sep 94	121.18	121.25	121.06	on interest	7027
Nov 94	91.04	91.24	90.96	91.14	11652	Oct 94	121.18	121.25	121.06	on interest	7027
Dec 94	91.04	91.24	90.96	91.14	11652	Nov 94	121.18	121.25	121.06	on interest	7027
Jan 95	91.04	91.24	90.96	91.14	11652	Dec 94	121.18	121.25	121.06	on interest	7027
Feb 95	91.04	91.24	90.96	91.14	11652	Jan 95	121.18	121.25	121.06	on interest	7027
Mar 95	91.04	91.24	90.96	91.14	11652	Feb 95	121.18	121.25	121.06	on interest	7027
Apr 95	91.04	91.24	90.96	91.14	11652	Mar 95	121.18	121.25	121.06	on interest	7027
May 95	91.04	91.24	90.96	91.14	11652	Apr 95	121.18	121.25	121.06	on interest	7027
Jun 95	91.04	91.24	90.96	91.14	11652	May 95	121.18	121.25	121.06	on interest	7027
Jul 95	91.04	91.24	90.96	91.14	11652	Jun 95	121.18	121.25	121.06	on interest	7027
Aug 95	91.04	91.24	90.96	91.14	11652	Jul 95	121.18	121.25	121.06	on interest	7027
Sep 95	91.04	91.24	90.96	91.14	11652	Aug 95	121.18	121.25	121.06	on interest	7027
Oct 95	91.04	91.24	90.96	91.14	11652	Sep 95	121.18	121.25	121.06	on interest	7027
Nov 95	91.04	91.24	90.96	91.14	11652	Oct 95	121.18	121.25	121.06	on interest	7027
Dec 95	91.04	91.24	90.96	91.14	11652	Nov 95	121.18	121.25	121.06	on interest	7027
Jan 96	91.04	91.24	90.96	91.14	11652	Dec 95	121.18	121.25	121.06	on interest	7027
Feb 96	91.04	91.24	90.96	91.14	11652	Jan 96	121.18	121.25	121.06	on interest	7027
Mar 96	91.04	91.24	90.96	91.14	11652	Feb 96	121.18	121.25	121.06	on interest	7027
Apr 96	91.04	91.24	90.96	91.14	11652	Mar 96	121.18	121.25	121.06	on interest	7027
May 96	91.04	91.24	90.96	91.14							

COMMODITIES

[illegible]

Portfolio Gold

From your portfolio card check your eight share price movements, on this page only. Add them up to give you the overall total and check this against the daily dividend figure. If it matches, you have won outright or a share of the total prize money stated. If you are a daily prize money winner, you must always have your card available when claiming. Come rules appear on the back of your card.

No.	Company	Group	Gain or loss
1	Watts Brake	Building/Roads	
2	Sequoia	Chemicals/Plas	
3	Rover	Motor/Autom	
4	De La Rue	Industrials A-D	
5	Bernart	Building/Roads	
6	Serent (H)	Industrials A-D	
7	ASDA-MPI (as)	Food	
8	Br Telecom (as)	Electricals	
9	Regaliam	Property	
10	Dunhill	Draper/Stores	
11	Nobo Op	Industrials L-R	
12	Leigh	Chemicals/Plas	
13	Marting	Building/Roads	
14	Steeley	Shoes/Leather	
15	Lambert Horwath	Oil/Gas	
16	Target	Electricals	
17	Western Selection	Industrials E-K	
18	GKN (as)	Industrials S-Z	
19	Stavely	Industrials S-Z	
20	Sidlaw	Industrials A-D	
21	Hard (Wm)	Oil/Gas	
22	Oil Search	Draper/Stores	
23	Fine Art Dev	Leisure	
24	Mecca Leisure	Industrials E-K	
25	Erskine Hse	Leisure	
26	Pleasurama	Bank/Discount	
27	Cantles	Bank/Discount	
28	Br Petroleum (as)	Oil/Gas	
29	Low H & B	Paper/Print/Adv	
30	Blue Arrow (as)	Industrials A-D	
31	Smith & Neph (as)	Industrials S-Z	
32	Camford Eng	Industrials A-D	
33	Allied-Lyons (as)	Beverages	
34	Mountleigh	Property	
35	Alford Irish	Bank/Discount	
36	Drummond	Textiles	
37	GE (as)	Electricals	
38	Metal Box (as)	Industrials L-R	
39	Textured Jersey	Textiles	
40	Fisher (A)	Food	
41	Parkland 'A'	Textiles	
42	Gieves	Industrials E-K	
43	Cap & Counties	Property	
44	Rothschild (I) Hld	Bank/Discount	

Please take into account any minus signs

Weekly Dividend
Please make a note of your daily totals for the weekly dividend of £8,000 in Saturday's newspaper.

MON	TUE	WED	THU	FRI	SAT	Weekly Total

BRITISH FUNDS

1987	High	Low	Stock	Price	Change	%	Gain
100	100.00	100.00	100.00	100.00	0.00	0.00	0.00
101	101.00	101.00	101.00	101.00	0.00	0.00	0.00
102	102.00	102.00	102.00	102.00	0.00	0.00	0.00
103	103.00	103.00	103.00	103.00	0.00	0.00	0.00
104	104.00	104.00	104.00	104.00	0.00	0.00	0.00
105	105.00	105.00	105.00	105.00	0.00	0.00	0.00
106	106.00	106.00	106.00	106.00	0.00	0.00	0.00
107	107.00	107.00	107.00	107.00	0.00	0.00	0.00
108	108.00	108.00	108.00	108.00	0.00	0.00	0.00
109	109.00	109.00	109.00	109.00	0.00	0.00	0.00
110	110.00	110.00	110.00	110.00	0.00	0.00	0.00
111	111.00	111.00	111.00	111.00	0.00	0.00	0.00
112	112.00	112.00	112.00	112.00	0.00	0.00	0.00
113	113.00	113.00	113.00	113.00	0.00	0.00	0.00
114	114.00	114.00	114.00	114.00	0.00	0.00	0.00
115	115.00	115.00	115.00	115.00	0.00	0.00	0.00
116	116.00	116.00	116.00	116.00	0.00	0.00	0.00
117	117.00	117.00	117.00	117.00	0.00	0.00	0.00
118	118.00	118.00	118.00	118.00	0.00	0.00	0.00
119	119.00	119.00	119.00	119.00	0.00	0.00	0.00
120	120.00	120.00	120.00	120.00	0.00	0.00	0.00

FIVE TO FIFTEEN YEARS

1987	High	Low	Stock	Price	Change	%	Gain
121	121.00	121.00	121.00	121.00	0.00	0.00	0.00
122	122.00	122.00	122.00	122.00	0.00	0.00	0.00
123	123.00	123.00	123.00	123.00	0.00	0.00	0.00
124	124.00	124.00	124.00	124.00	0.00	0.00	0.00
125	125.00	125.00	125.00	125.00	0.00	0.00	0.00
126	126.00	126.00	126.00	126.00	0.00	0.00	0.00
127	127.00	127.00	127.00	127.00	0.00	0.00	0.00
128	128.00	128.00	128.00	128.00	0.00	0.00	0.00
129	129.00	129.00	129.00	129.00	0.00	0.00	0.00
130	130.00	130.00	130.00	130.00	0.00	0.00	0.00
131	131.00	131.00	131.00	131.00	0.00	0.00	0.00
132	132.00	132.00	132.00	132.00	0.00	0.00	0.00
133	133.00	133.00	133.00	133.00	0.00	0.00	0.00
134	134.00	134.00	134.00	134.00	0.00	0.00	0.00
135	135.00	135.00	135.00	135.00	0.00	0.00	0.00
136	136.00	136.00	136.00	136.00	0.00	0.00	0.00
137	137.00	137.00	137.00	137.00	0.00	0.00	0.00
138	138.00	138.00	138.00	138.00	0.00	0.00	0.00
139	139.00	139.00	139.00	139.00	0.00	0.00	0.00
140	140.00	140.00	140.00	140.00	0.00	0.00	0.00

OVER FIFTEEN YEARS

1987	High	Low	Stock	Price	Change	%	Gain
141	141.00	141.00	141.00	141.00	0.00	0.00	0.00
142	142.00	142.00	142.00	142.00	0.00	0.00	0.00
143	143.00	143.00	143.00	143.00	0.00	0.00	0.00
144	144.00	144.00	144.00	144.00	0.00	0.00	0.00
145	145.00	145.00	145.00	145.00	0.00	0.00	0.00
146	146.00	146.00	146.00	146.00	0.00	0.00	0.00
147	147.00	147.00	147.00	147.00	0.00	0.00	0.00
148	148.00	148.00	148.00	148.00	0.00	0.00	0.00
149	149.00	149.00	149.00	149.00	0.00	0.00	0.00
150	150.00	150.00	150.00	150.00	0.00	0.00	0.00
151	151.00	151.00	151.00	151.00	0.00	0.00	0.00
152	152.00	152.00	152.00	152.00	0.00	0.00	0.00
153	153.00	153.00	153.00	153.00	0.00	0.00	0.00
154	154.00	154.00	154.00	154.00	0.00	0.00	0.00
155	155.00	155.00	155.00	155.00	0.00	0.00	0.00
156	156.00	156.00	156.00	156.00	0.00	0.00	0.00
157	157.00	157.00	157.00	157.00	0.00	0.00	0.00
158	158.00	158.00	158.00	158.00	0.00	0.00	0.00
159	159.00	159.00	159.00	159.00	0.00	0.00	0.00
160	160.00	160.00	160.00	160.00	0.00	0.00	0.00

UNDATED

1987	High	Low	Stock	Price	Change	%	Gain
161	161.00	161.00	161.00	161.00	0.00	0.00	0.00
162	162.00	162.00	162.00	162.00	0.00	0.00	0.00
163	163.00	163.00	163.00	163.00	0.00	0.00	0.00
164	164.00	164.00	164.00	164.00	0.00	0.00	0.00
165	165.00	165.00	165.00	165.00	0.00	0.00	0.00
166	166.00	166.00	166.00	166.00	0.00	0.00	0.00
167	167.00	167.00	167.00	167.00	0.00	0.00	0.00
168	168.00	168.00	168.00	168.00	0.00	0.00	0.00
169	169.00	169.00	169.00	169.00	0.00	0.00	0.00
170	170.00	170.00	170.00	170.00	0.00	0.00	0.00
171	171.00	171.00	171.00	171.00	0.00	0.00	0.00
172	172.00	172.00	172.00	172.00	0.00	0.00	0.00
173	173.00	173.00	173.00	173.00	0.00	0.00	0.00
174	174.00	174.00	174.00	174.00	0.00	0.00	0.00
175	175.00	175.00	175.00	175.00	0.00	0.00	0.00
176	176.00	176.00	176.00	176.00	0.00	0.00	0.00
177	177.00	177.00	177.00	177.00	0.00	0.00	0.00
178	178.00	178.00	178.00	178.00	0.00	0.00	0.00
179	179.00	179.00	179.00	179.00	0.00	0.00	0.00
180	180.00	180.00	180.00	180.00	0.00	0.00	0.00

INDEX-LINKED

1987	High	Low	Stock	Price	Change	%	Gain
181	181.00	181.00	181.00	181.00	0.00	0.00	0.00
182	182.00	182.00	182.00	182.00	0.00	0.00	0.00
183	183.00	183.00	183.00	183.00	0.00	0.00	0.00
184	184.00	184.00	184.00	184.00	0.00	0.00	0.00
185	185.00	185.00	185.00	185.00	0.00	0.00	0.00
186	186.00	186.00	186.00	186.00	0.00	0.00	0.00
187	187.00	187.00	187.00	187.00	0.00	0.00	0.00
188	188.00	188.00	188.00	188.00	0.00	0.00	0.00
189	189.00	189.00	189.00	189.00	0.00	0.00	0.00
190	190.00	190.00	190.00	190.00	0.00	0.00	0.00
191	191.00	191.00	191.00	191.00	0.00	0.00	0.00
192	192.00	192.00	192.00	192.00	0.00	0.00	0.00
193	193.00	193.00	193.00	193.00	0.00	0.00	0.00
194	194.00	194.00	194.00	194.00	0.00	0.00	0.00
195	195.00	195.00	195.00	195.00	0.00	0.00	0.00
196	196.00	196.00	196.00	196.00	0.00	0.00	0.00
197	197.00	197.00	197.00	197.00	0.00	0.00	0.00
198	198.00	198.00	198.00	198.00	0.00	0.00	0.00
199	199.00	199.00	199.00	199.00	0.00	0.00	0.00
200	200.00	200.00	200.00	200.00	0.00	0.00	0.00

BANKS, DISCOUNT, HP

418	238	Gerrard Hat	83	87			11
124	85	Stevens Post	230	237	+8		30
386	25	Hammock	280	810			3
803	388	St. Samuel	47	47			3
47	47	St. Shingah	442	470			18
622	276	Joseph (Lopland)	156	160	+4	+2%	17
194	134	King & Shawan	300	315	+15		17
608	283	Shawman Hanson	17	20	+3		14
435	213	Loyd Scott	245	260	+15		14
141	76	Leah Scott	375	380	+5		10
369	369	Medford (as)	210	280	+70		14
526	198	Morgan Campbell	176	170	-6		14
260	149	Hat Hat St.	250	250			25
730	825	Hat West (as)	180		+3		8
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MEDIA & MARKETING

Grade's best way forward

OPINION

Fred Keeling

In the United States, network television consists of three wholly commercial networks and one underfunded public service network. Most Europeans and many Europhile Americans find this lack of balance unacceptable.

We have two publicly-funded networks: BBC1, which increasingly resembles a commercial network without commercials, and BBC2, which relies heavily on programme swaps with BBC1 and whose lack of flair in providing minority or original programming has been exposed by Channel 4.

In the private sector there is one wholly commercial and unofficial network comprised of regional broadcasters and a fourth network, a curious hybrid, that has proved that broadcasting is not as expensive as the other broadcasters had wanted us to believe.

The result of this ad hoc structure that has developed over the last 30 years is that we have a surplus of minority television — the opposite problem to that of the Americans. It is popularly believed that an additional commercial channel is all that is required to solve our industry's problems. But the FCC, the American broadcasting regulator, discovered more than 15 years ago that the three fiercely competitive networks abused their commissioning powers by demanding of weaker producers the surrender of domestic and international syndication rights. Channel 4 has inherited the sins of its parents in this area in its search for increased funding and independence.

It is unreasonable and undemocratic to expect programmes for minority interests to be shown during peak viewing hours. Fortunately minority programmes tend to be low-budget and therefore broadly equate with the advertising revenue available at non-peak times.

The challenge facing the Government is to design a structure that allows market forces to produce the qual-

ity programmes that a better resourced Channel 4 would love to have commissioned. Michael Grade's appointment provides an opportunity for the process to start. Channel 4 should be privatised on the basis that its management and shareholders are entitled to only a modest, fixed share of the advertising revenue available to it, with the balance passed on to programme makers. Its profits would increase with the growth in advertising revenue but it would be regarded as a utility company in the United States — a safe but unexciting investment, whose shareholders might well be concerned citizens.

There are obvious political dangers in commercial companies becoming regional, national and, via satellite, international broadcasters.

Should the Government decide that a similar networking structure is appropriate to ITV during peak viewing hours then regional broadcasters need not fear: they could continue to collect advertising revenue, passing on about 80 per cent of the revenue to the network, which would then give much of it back to them for acceptable programme projects; and they would have no levy to pay as they would no longer be exploiting a monopoly situation.

They would also be entitled to submit programmes for consideration by a much richer Channel 4, although all networks would be obliged to consider programme projects from all sources strictly on merit.

Independent producers (who might well raise capital using the Business Expansion Scheme under revised rules), smaller regional broadcasters and a more contented general public would however be the chief beneficiaries, because they would no longer be audibly disadvantaged by restrictive practices.

Fred Keeling is a programme distributor.

Architects, dentists, even bridge players, could soon have their own specialised television service. Direct television, aimed at target audiences, is on the way by the 1990s. And for doctors at least, it is to become a reality next spring, with far-reaching consequences for health care and the treatment of patients.

A hint of what is in store came last month with the announcement by the BBC of proposals for a subscription television service for doctors, with medical programmes transmitted on BBC2 after close-down hours to specially-adapted video recorders.

The scheme, which would raise an estimated £1 million a year for the corporation, has the personal backing of the Prime Minister. Recent rumblings of discontent within the

Home Office are likely to be cast aside shortly as ministers give the go-ahead for the scheme, which probably does not require a change in the broadcasting laws.

Whatever conclusion the Government reaches, British Direct Television, which will make the programmes, intends to start up the advertising-funded service in March next year — with or without the help of the BBC. It is set to sign a contract with Super Channel which will enable daily programmes to be beamed into surgeries and hospitals.

This is only the tip of the technological iceberg, however. The doctors will also be offered a 24-hour data service supervised by the newly-formed British Medical Information Consortium, consisting of key medical, civil and commercial bodies.

Prescription for change

BBC 2 is to take part in surprising after-dark activities as advertisers target audiences with rare precision

Two-way terminals will be capable of receiving a constantly updated service covering everything from the availability of hospital beds to a record bank of patients. In addition, doctors will be able to send information to a central computer under the control of BMIC, which will be able to spot at an early stage

any adverse reactions by patients to drugs.

With such sensitive information being handled, ethical control of BMIC is crucial. It will rest with an IBA-style board of governors elected by participating organisations which, it is hoped, will include the DHSS, the Committee on Safety of Medicines, the BMA

and most of the royal medical colleges.

The result of the combined TV service and medical computerization will be a "fundamental improvement in patient management, in health care and in the quality of the job that the GP is able to do", according to Laurence Greetham, chairman of British Direct Television. Eventually medical and pharmaceutical information throughout Europe will be pooled.

"It will revolutionize the way a general practice operates. In future you will go to your GP and he will look at a television screen to see your records. If he prescribes a drug for you he will be able to compare that with any prescription he has given in the past, and the computer will warn him if the prescription is wrong."

Greetham expects that

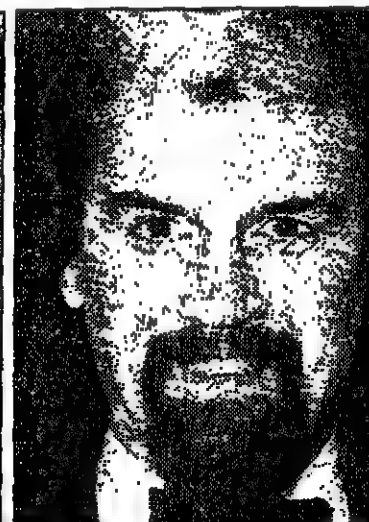
about 500 hospitals and 5,000 general practices will be linked into the medical information service within five years — with half the nation's population indirectly involved. For the full service, a practice will have to pay around £50 a month per doctor.

If the medical world is ripe for such a revolution, what stops the same specialist TV and information techniques being applied to architects, lawyers, farmers, accountants? "Absolutely nothing, and that is what we intend to do," says Greetham. "We believe that the major growth in television will be in direct television of a specialist type. A full information service has always been promised by the silicon chip but, until now, it has not been delivered in a comprehensive way."

Richard Evans, Media Editor

Beer without the wallop

This year alcohol-free drinks are in the forefront of the brewers' Christmas battle, as Hugh Thompson explains



Joking apart, comedians Lenny Henry and Billy Connolly for Kaliber, ranged against the relaunched Barbican

Such is the demand for Christmas commercial television air time that only top dollars need apply. National campaigns on ITV are now costing £55,000 for 30 seconds — as much as 40 per cent more than at other times of the year. The price, of course, is fuelled by the wine, beer and spirit suppliers. And this year their battle for the nation's throats has a new front — alcohol-free beer, in which the market has doubled in size over the last year to be worth £45 million and is expected to increase tenfold by the turn of the century. But it is also a market which is becoming distinctly crowded.

Next Wednesday the television commercials of the relaunched Barbican beer take their bow. The £2.5 million advertising campaign is an attempt by Britvic, the soft drink arm of Bass, to re-assert its alcohol-free lager as the market leader. Barbican was launched in 1979 with its famous television advertising featuring then high-flying football manager Lawrie McMenemy. It was typical of the product's fortunes that he was later to be prosecuted for drinking and driving.

Since 1986 several new contenders have burst on to the scene, principally Kaliber, brewed by Guinness. Not only did this brand have genuine style but, crucially, it had an acceptable taste. In only 18 months Kaliber is already challenging for market leadership, and several foreign imports from Denmark and Germany, as well as products from Allied, Whitbread,

Swan and Tennants have been developed.

"Suddenly alcohol-free brews are making a noise that can be heard in the very noisy beer market," says Simon Barter, Britvic's marketing manager. "This is set against increased concern about health and fitness as well as growing concern about drinking and driving —

which, of course, is why this season is so important."

In order to fend off the competition Barbican has changed its taste, its ad agency and its packaging. Bridget Wilkin, senior brand manager in charge of Kaliber, says: "All our advertising has been aimed at making the product credible in its own right. The long-term success of

these products will come when they are chosen because people like them and not just because they are driving. The use of street credible comedians such as Billy Connolly, Lenny Henry and Michael Elphick adds to our message. We have produced a credible product for the palate educated on alcohol."

But although the brewers are

anxious to move their alcohol-free beers out of the seasonal drinking and driving ghetto, that is where the product starts. Last Christmas Kaliber's sales leapt 400 per cent. In West Germany alcohol-free brews are four times as popular as here.

"The real breakthrough will come when one of these products goes on draught; this will add both to its respectability and to its volume sale," says Peter Russell, director of marketing consultancy Phillips Russell.

The fact that alcohol-free lager is losing its "wimp" image is mirrored by the lager story. When lager (with alcohol) was first pushed hard in the early 1970s many predicted failure: it was associated with women's drinking and most beer is drunk by men. Now it accounts for 43 per cent of all beer sales.

It still remains to be seen whether low and no alcohol beer takes off as a fully-fledged sector in the beer market — like Pils lager or strong real ale — or whether it gets stuck as yet another low-volume bottled product like sweet stout or vintage cider. At present the average outlet sells only 13 bottles of low or alcohol-free beer a week. The success of Perrier, however, shows that a stylish, high-image alternative soft drink can succeed. Without that image, Barbican and the others are going to be mainly products used when the heat is on about drinking and driving at Christmas.

BBC APPOINTMENTS

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Newcastle

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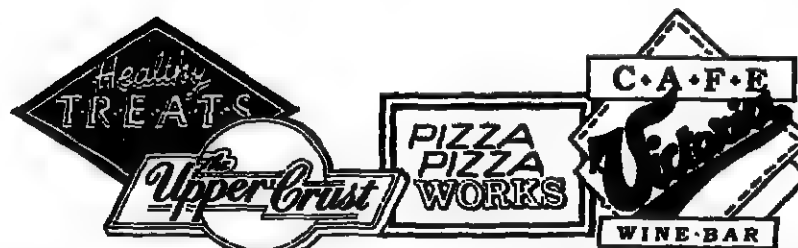
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MEDIA & MARKETING

Busy lines

After the crash hot stockmarket tips are boom business

Publishers have responded to recent stock market vagaries with what they call their version of "electronic publishing", becoming in the process the third largest initiators of British Telecom premium-rate calls (after racing form and sexual titillation).

From offices in Hatton Garden, Investors Newsletters now runs 30 financial telephone hotlines covering everything from basics of buying stocks to a market report updated every hour. Its 500 incoming lines can cope with 30,000 calls a day, but one day last month, it claims, 50,000 punched the 0898 numbers, chargeable at 38p a minute peak, 25p non-peak.

Investment Newsletters is introducing shortly its new Sharecall service. For the price of a similar premium rate call, subscribers will be able to call up the price of any stock, using a special code from a free directory. The company has invested £750,000 in special equipment that allows access to the Stock Exchange computer. Other companies are following suit. Next month, for example, the Financial Times launches a similar service, FT Cityline.

Investment Newsletters' flagship tip-sheet is City Letter, a monthly with 600 subscribers at £48 a year, and its managing director, Nigel Harrison, says his Traded Options Newsletter is picking up new subscribers strongly as "people look at ways of covering themselves". It now has 4,000 subscribers at £145 a year compared with 350 two years ago. Other titles include New Issue Bulletin and BES Newsletter.

It is all good business. Investors Newsletters' parent company, Publishing Holdings, also responsible for magazines like What Investment and What Mortgage, recently reported six-monthly profits up 800 per cent at £160,000.

Andrew Lycett

A case of Frost bite

On Sunday BBC1 shows part of a David Frost series about the US presidency. Hugh Sebag-Montefiore saw him at work

Check Harry/LUS News



Thawing out: Frost gets Governor Michael Dukakis ready for the grilling

"OK David, go!" barks TV producer Wallace Westfield, like a dog owner commanding his prize greyhound to start running.

In the next room, David Frost, with one eye on the cameras, has been chatting half-heartedly to the American presidential candidate seated opposite him. It is Governor Michael Dukakis of Massachusetts who is being interviewed for Frost's TV series, *The Next President*.

On Sunday BBC1 will show Frost's interviews with American presidents past and present. This is a prologue to a series in which he interviews presidential candidates and their wives. The programmes will be broadcast throughout the United States until February when the first primaries take place.

As the cameras begin to roll, Frost explains to the candidate how the interview will be structured. He has intentionally left this until the last

'It is far better that I ask about the scandal at the beginning'
David Frost

minute; if the interview is to appear spontaneous, the candidate should be made to think on his feet.

The conspiratorial half whisper barely audibly over the TV monitor is replaced by the familiar jaunty presenter's voice which has become Frost's trade mark: "Governor, it's very... very good to be here on... on a heck of a day really. Not the best day of your life."

The day had started badly for Dukakis when he announced at a press conference that his campaign manager had leaked compromising information about fellow Democratic presidential candidate, Joe Biden, plagiarizing Neil Kinnock's general election speeches. This had led Biden to pull out of the presidential race.

Frost at that moment was in an aeroplane halfway across the Atlantic with three hours of travel ahead of him. He was reducing his extensive notes on to two buff coloured folders. They would be used to prompt him during his interview. Dukakis had already done his own preparation; he had asked to see copies of past Frost interviews just as a boxer might study his opponent's previous fights.

Because of his other TV work, Frost only arrived in Boston on the afternoon of the Dukakis interview. By the time the plane touched down, the whole of Boston is humming with

news of the Joe Biden/Dukakis affair.

John Florescu, co-executive producer of *The Next President*, greets Frost with the news as he sweeps through Customs. The strategy for the interview is worked out in Frost's hotel room. "If you bring up the scandal at the beginning you risk alienating Dukakis; he might even walk out," Florescu says, thinking

about the \$20,000 it would cost to reschedule the interview.

Frost disagrees: "It is far better that I ask about the scandal at the beginning; once he knows that is behind him he can relax." Frost's view prevails.

As planned, Frost immediately brings up the scandal. But he does not come over as a news reporter hungry

for a sensational revelation. Instead his attitude is more along the lines of the friendly family doctor called in to stitch up a wound. The candidate reacts like a patient in the psychiatrist's chair, glad to share his emotional tale with someone so understanding.

When Dukakis explains that campaign manager Sasso himself insisted on resigning, Frost asks whether Dukakis would have dismissed him. Dukakis pauses, and then, seeing that there is no escape, gives Frost the straight answer he has been striving for: "In government, I'm not sure that just one mistake like this one would be grounds for dismissal." It is the kind of comment which could ruin a man's eligibility for the White House.

It turns out that Frost's kid gloves approach hides a sting every bit as lethal as the more direct line. As the interview progresses the candidate's character is exposed by the appar-

'I'm not sure that just one mistake would be grounds for dismissal'
Governor Dukakis

ently soft questions. Who else would admit enjoying going to work by bus and buying the groceries? Who else would confess that he was more upset when he lost the 1978 Governor's election than when his beloved brother died?

When it is Frost's turn to speak, his hands shoot out, fingers played like octopus's tentacles, the better to articulate the next question. His piercing eyes never leave the candidate's face except when he casts a quick look at the folders on his knee.

It is almost four o'clock in the morning on Frost's time clock when the interview draws to a close.

Afterwards, Frost jubilantly celebrates what he regards as a successful interview with a Churchillian cigar. "During the last 25 minutes he really opened up," he says. But then he is struck by a sobering thought. "If Dukakis withdraws from the Presidential race, the interview will join the Biden tapes on the cutting room floor. Time wasted... Ah well, that's politics," he philosophizes.

"I can't wait to see the programme," says the Dukakis press officer as Frost gets into his car. "I can't wait to get some sleep," says Frost, and then with a royal wave, and a "Bless you," he is whisked into the night.

BYLINES

Oyston's next move?

Could Owen Oyston be planning a regional freshsheet to rival Eddie Shah's empire now that *The News on Sunday* has closed? The NoS office manager and accounts staff have been kept on, and Growfar, the company jointly owned by Oyston and the Transport & General Workers Union, is sitting on a reported £800,000-worth of computer equipment. Oyston certainly knows his way around one mainstay of ad-supported freshsheets, estate agency, and had experience of free papers at Red Rose Radio, which launched one while he was chairman.

There were no clues last Friday when Oyston entertained NoS staff to a "last supper" in Manchester. But he failed to appear at a similar event for the paper's London staff on Monday. He was too busy preparing for a trip to America and sorrowing journalists and marketing staff had to make do with editor Bill Nutting, still insisting that Oyston's decision to close the loss-making paper had come as a complete shock to him.

Old friends

One of Fleet Street's best-known watering holes is following its clients to new pastures. Scribes, in Carmelite Street, a short stagger from the *Daily Mail* offices, is opening a branch in premises that were formerly part of Barker's department store in Kensington High Street. It is "fortuitous", says Scribes' manager Van Hay, that the *Mail* is moving to the same building.

Bible ban

The IRA is being sued for £350,000 after banning a TV advertisement for Bible story videos made by Hollywood-based Hanna Barbera Productions, creators of *Yogi Bae* and the *Flintstones*. Hanna's British distributors, Trinity Film Productions, wanted to show pilot advertisements in the TVS region before a nationwide campaign but the ITV Association put its foot down, saying the ads were "directed towards a religious end". Richard Sykes, a solicitor acting for Trinity, says: "Advertising condoms seems to be all right, but not the Bible."

Head-hunting

This tendency to advertise a senior broadcasting job and then appoint a chap who didn't apply is becoming wearisome. Stephen Claypole, editor of BBC External Services news, has just been appointed head of news at Visnews. They approached him three weeks ago, not the other way around, even though the job was advertised worldwide. It is only five months since Claypole was lured from Television Centre by John Tusa to drag the

newsroom at Bush House into the 1980s. Expect Claypole's deputy David Spaul to succeed him just as soon as they can track him down to offer him the post. Spaul was given a three-month sabbatical as consolation for not getting the job last time and was last heard of on a houseboat in Kashmir.

Sat success

The future of satellite television in Europe looks fractionally brighter after the successful (if delayed) launch at the weekend of an Ariane rocket carrying the German TV-Sat. Unfortunately no one is yet making the appropriate reception equipment.

Briefing

More success for *Prima*, Gruner & Jahr's year-old, million-plus selling women's monthly, which was voted Magazine of the Year and Entrepreneur of the Year in the 1987 Magazine Publishing Awards... "We reckon we're about 85 per cent right," says Anglia TV's weather forecaster David Brooks. Pity about the other 15... Unseat at Thames TV as ratings organization BARB plans an "establishment survey" to determine which way viewers' serials are turned in areas where two TV contractors overlap. Thames fears it may be losing out to Television South... Journalists should think twice before working for the *St Helens Reporter*, where, according to an NUJ survey, the average reporter is paid a mere £82 a week. Make instead for the *Aberdeen Press and Journal*, which tops the provincial pay league with an average of £238 a week.

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Copywriter

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If you can talk to engineers, interpret their brief and produce effective sales copy for technical, promotional and informative literature, you're the person we're looking for.

You'll need an excellent command of English, imagination, initiative, tact and the ability to work accurately under pressure.

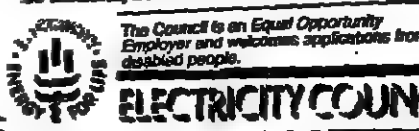
Experience of electrical subjects is desirable but a technical qualification is not essential as the help of technical experts is available.

An editorial background with publishers or substantial experience of copywriters for a market/sales organisation, or working within the creative/copy department of an advertising agency is essential.

You will be working in a small creative team within the Marketing Department of the Electricity Council. You'll enjoy excellent conditions, a first class staff restaurant and there's a contributory pension scheme.

Salary scale: up to £15,751 p.a. inc.

Please write, giving details of age, qualifications and present position, quoting reference 151/T to: David Webb, Recruitment Officer, (The Electricity Council), 30 Millbank, London SW1P 6RD.



BUSINESS MANAGER

The Institution of Environmental Health Officers requires a committed Business Manager to develop and expand its commercial interests.

This is a new appointment and the successful applicant should be a self-motivator, able to work on his or her own initiative. The Institution is an independent organisation with a membership in the UK of 6,300. It produces a range of products and professional services including a wide variety of publications, technical videos, training courses and workshops. Two major features of the post will be the promotion of the Institution's Annual Conference and its related trade professional exhibition and the marketing of the Institution's seminars. A full job description is available from the Chief Executive.

The Business Manager will be expected to ensure the success of the Institution's commercial activities promoted through its trading companies.

Salary and conditions of service are negotiable.

Applications, including a CV to be received by 1 December, 1987. The Institution is an Equal Opportunities Employer.

Previous applicants need not apply.

A. M. Tanner, Chief Executive,
Institution of Environmental Health Officers,
Chadwick House, Rushworth Street,
London SE1 0QT.
Telephone: 01-928 6006

CREATIVE & MEDIA APPOINTMENTS



Senior Marketing Executive—Edinburgh

We are looking for a professional marketing person, probably a graduate in his/her late twenties, with the expertise and experience to make a significant contribution within the Marketing Department of a major clearing bank. You will be fully conversant with all aspects of marketing and advertising, and have the ability and enthusiasm to plan, implement and control a number of marketing projects on an ongoing basis. Experience in the financial sector will be an advantage, but is not essential.

Reporting to the Marketing Manager, you will control a small but motivated team of Marketing Executives, plus clerical support, and your responsibilities will include the profitable introduction, development and promotion of a range of the Bank's services.

Marketing Executive—Edinburgh

We are also looking for a graduate in his/her early to mid twenties with 2-4 years' experience gained in the Marketing Department of an f.m.c.g. or financial services organisation. You will have the intelligence and initiative to generate marketing projects and the ability to progress them from research through to implementation. Reporting to a Senior Marketing Executive, you will be responsible for the profitable marketing of new and existing services and other projects.

Both posts carry competitive salaries and a number of attractive fringe benefits including profit sharing, staff house purchase and non-contributory pension schemes.

If you have the requisite qualifications and appropriate work experience, we would like to hear from you. Applications should be made in writing, giving full details and clearly stating which post is being applied for, to:-

J D G Leel Esq
Personnel Manager
The Royal Bank of Scotland plc
PO Box 51
42 St Andrew Square
EDINBURGH EH2 2YE

STOCKS AND SHARES TRAINEE MARKETING



**HARVARD
SECURITIES
PLC**
Licensed Dealer in Securities

**A Top National Company
has created new openings for career professionals.**
If you are aged 21 to 45 with a good educational background and have some 6 months sales experience then please call

Richard Hunter
01-631 3275
ALEXANDER MANN PLC
231 Tottenham Court Road
London W1P 9AE

DO YOU DREAM OF RUNNING YOUR OWN BUSINESS?

We are looking for professional people aged 23 to 45, in the London area, to train to become Financial Intermediaries.

You will have the back up of a National Company, whilst being your own boss.

We shall require from you a willingness to learn, commitment, enthusiasm and the ability to communicate with people.

In return you will receive an income commensurate with your efforts.

For more information ring
Alan Richardson on 01-436 4977.



**Recruitment
Consultants**

INTERNATIONAL FINANCE £20k basic OTE £30k

An internationally renowned financial publication is looking for that one-in-a-million media sales executive with the polish and flair to approach their European Clients. At least 2 years international sales experience is essential with a knowledge of finance and languages an asset. Contact Sarah.

DISPLAY SALES EXECUTIVE £10k basic + commission + car
Market leader publication within the health care market requires an enthusiastic, bright salesperson. Personality more important than experience. Contact Geoff.

DISPLAY/TELESALES EXECUTIVES £15k
Multinational media company is looking for experienced sales people to join their publishing division. You must be able to deal professionally at all levels and show the entrepreneurial spirit necessary to fit into this lively sales team. Contact Joanne.

SALES REPRESENTATIVES £9,300 + car + commission
Major publishing company requires a display sales executive to sell on one of their leading titles. Experience in media sales plus a sense of humour is essential. Contact Karen.

For these and other vacancies contact us at:
City Recruitment Consultants
Unicom House, 58 Houndsditch, London EC3A 7DL Tel: 01-623 4688

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Unicom House, 58 Houndsditch, London EC3A 7DL Tel: 01-623 4688

City Recruitment Consultants

Marketing Executive

to £20K + Car

Birmingham

Dramatic change, powerful products, enormous challenge

Hoskyns is one of the UK's largest and most progressive computer services companies. We lead the way in many areas of computing and information technology, pioneering new ideas and products. And we're looking for a marketing professional to work with a number of profit centres within our manufacturing and distribution divisions.

Exciting changes are taking place. Your role will be to position the company above the competition by developing the image and awareness of the divisions' products and services. We will give you the

opportunity to influence the strategy of each division and to implement your own ideas. In addition, you'll plan and evaluate a number of lead generating activities.

You'll be degree qualified and have a strong marketing background in a DP environment - either hardware or software, but indepth technical knowledge is not essential. Self-motivated and achievement orientated you'll have a

persuasive manner and an instinctive good nose for the market. Taken for granted will be impressive communication ability and exceptional interpersonal skills.

Based at our new 'Technology Park' in Birmingham, we offer in addition to the above salary and car, private medical insurance, contributory pension plus the excellent career prospects of a meritocracy.

In the first instance please send your CV to Sheila Stevenson (Ref 4591), Moxon, Dolphin & Kerby, 178-202, Great Portland Street, London W1N 6JJ.

hoskyns

Top Sales Careers

are nearer than you think

- We're the biggest company by far in a £700m+ market.
- We sell brand leaders to supermarkets, retailers, wholesalers, chemists, etc.
- We promote from within - many of our managers started as salesmen/women.
- Full territory responsibility is quickly available depending on your ability.
- Top-level basic salary + regular merit rises.
- Additional incentive scheme payments + generous expenses + on-going training.
- Selection of cars available, including an Escort Ghia, with generous private mileage allowance + pension scheme and free life assurance + free BUPA (after one year).
- Continuing success means we need trainee salespeople to sell consumer products to the retail trade. Opportunities are nationwide and there's plenty of room for bright young people to join us.
- If you're 22+, ambitious, educated to 'A' level standard, and have a current driving licence (no more than one endorsement) and are determined to make a name for yourself in selling, this could be you!

Please write or phone for an application form, quoting ref: C/257, to: Mrs K Fisher, Personnel Department, Scott Limited, Scott House, East Grinstead, West Sussex RH19 1UR. Tel: East Grinstead (0342) 27191 ext 336.

SCOTT
SCOTT LIMITED

RETAIL RESEARCH AT MORI

MORI are keen to recruit at least one extra person with an interest in retail research, a fast-growing area of MORI's practice. We are looking for experienced researchers willing to work hard, under pressure, in a demanding environment. There is considerable client contact, and good promotion prospects. Remuneration will reflect the contribution of the successful applicant(s).

Contact:
Brian Gosschalk
MORI
32 Old Queen Street
London SW1H 9HP
Tel: 01-222 0232

PRESS AND PUBLIC RELATIONS OFFICER

A Press and Public Relations Office is required by the Institution of Environmental Health Officers to take responsibility for the production of its monthly journal "Environmental Health" and other publications. Press liaison and the production of Press Statements will be a major responsibility.

The successful applicant should have sound journalistic experience and possess good public relations skills.

A knowledge of Environmental Health matters will be an advantage, but is not essential. A rewarding job in an area of growing importance is awaiting the applicant who will show enthusiasm, commitment and vocational drive.

Salary package negotiable.

Applications, including a CV to reach the undersigned from whom a job description may be obtained by 1 December, 1987. The Institution is an Equal Opportunities Employer.

Previous applicants need not apply.

A. M. Tanner, Chief Executive,
Institution of Environmental Health Officers,
Chadwick House, Rushworth Street
London SE1 0QT
Telephone: 01-925 6006

MARKETING AND SEMINAR MANAGEMENT OPPORTUNITIES

We are an active and successful international company, providing a wide ranging consultancy service to the construction industry and the related professions.

Currently we are aiming to strengthen our Central Marketing Department which is based at Head Office in a pleasant part of rural Cheshire.

We are seeking people for the following positions:

MARKETING MANAGER

* To be based at our London Office (but directly responsible to the Senior Marketing Manager in Cheshire).

* The prime task will be to provide a comprehensive marketing resource for a group of busy branch offices in the south of England.

* We will be looking particularly for experience in:

- Marketing information systems

- Marketing planning

- Advertising and promotion.

SEMINARS MANAGER

* To be based at Head Office in Cheshire.

* As part of our customer service, we organise a comprehensive programme of seminars throughout the UK; the task will be to plan and administer this programme and to develop even higher standards in this key area of our activity.

* In addition to a background in Marketing, we are looking for practical experience in conference and seminar management.

For both positions:

- Good administration and communication skills will be fundamental.

- A knowledge of the construction industry would be a very useful asset.

- The person we are seeking should ideally be below the age of 35.

The successful candidates can expect a good salary, private health insurance, a company car and interesting career opportunities in a dynamic and growing international company. Relocation expenses will be paid if necessary.

James R Knowles

CONSTRUCTION CONTRACTS CONSULTANTS

Please apply in writing (as soon as possible) to:

Mrs Jean Mead, Personnel Department, James R Knowles, Wardle House, King Street, Knutsford, Cheshire, WA16 6PD.
Tel: 0565 54862.

ASSISTANT PUBLIC RELATIONS OFFICER

*The next step for a young,
experienced journalist.*

Attractive Salary + Benefits South London

Naafi is a civilian organisation serving the Armed Forces in over a dozen countries.

The size and diversity of the company and its trading call for effective Public Relations. That's why we're expanding our communications team in South London with a new Assistant Public Relations Officer.

Ideally aged 25+, a journalist from a newspaper, magazine or PR background, you must be ready to prove yourself in a highly responsible editorial role, deputising for our Public Relations Officer (Press and Publications).

Put your considerable skills to work on a variety of challenges - writing news, features and press releases for a range of publications; planning contents and schedules; directing and enthusiastic team as well as quickly getting to grips with desk top publishing.

Efficiency, confidence, initiative, must be among your strongest qualities. Design experience would be an asset. You'll need a valid driving licence as extensive travel in UK is necessary.

In return we offer a 5 figure salary, flexible working hours, staff shop and discount purchase scheme, subsidised restaurant and contributory pension fund.

Your next step? Send a cv, with samples of your work, to Nigel Towse, Personnel Recruitment, Naafi, Imperial Court, 225 Kensington Lane, Kensington, London SE11 5QX.

Naafi
Serving the Services

CAHNER'S EXHIBITIONS

**A CREATIVE START
IN '88**

Cahners Exhibitions, the UK's most successful trade exhibition organisers, is looking for a young and talented press writer to join their rapidly expanding promotions department.

The exhibition industry is a booming business and Cahners are a young and professional team spearheading its development. Now we need a writer, probably with some experience, who can apply an advanced wordskill to a job that ranges from writing crisp, concise press releases to visualising and developing sales promotions to devising industry jamborees.

This exciting position is offered with an attractive salary, good pension scheme and four weeks' holiday. If it attracts you, write now, enclosing a current c.v., to:

Andy Carter, Press & PR Manager
CAHNER'S EXHIBITIONS LIMITED
Chatsworth House, 58 London Road, Twickenham,
Middlesex TW1 3SZ

سكزا بن الاميل

GHI GOOD HOUSEKEEPING INSTITUTE

Director of Research

The Good Housekeeping Institute, established more than 60 years ago, operates from a specially designed complex within our modern W1 office block and employs about 30 staff.

The Research Department devises and carries out tests on all types of appliances and products to prepare research reports for Good Housekeeping magazine and outside clients.

The Director we seek will have a research and organisational background preferably, but not necessarily, in the consumer field. Suitable candidates will probably be graduates and have relevant management experience.

Reporting to the Principal of the Good Housekeeping Institute, the Director will be responsible for the supervision of research projects including allocation of work and, where necessary, training of researchers in methodology. An ability to generate ideas, motivate staff and produce accurate and readable reports is essential and an interest in developments in consumer affairs is important.

Please write with CV including details of present salary and availability to:

Beverly Flower
The National Magazine Company
72 Broadwick Street
London W1V 2BP

AGENTS REQUIRED

We are now seeking additional representatives nationwide. These people will have the ability to work on their own integrity, making appointments and demonstrating the system to clients at Director level. You will receive full backup, training and leads generated by our advertising campaign.

We make no fantastic claims concerning O.T.E. We would expect minimum sales of 2 units per week commission would be minimum of £180 per complete unit sold.

Areas available - London, Bristol, Exeter, Birmingham, Manchester and Edinburgh.

Please call Paul Stephens on 01 506 2266 for an appointment.

SALES EXECUTIVES

Major career opportunities nationwide exist in MANAGEMENT, TRAINING and FIELD SALES for experienced professionals.

For details please contact John Gard at:
TOLMINK LTD, 01-506-2266

SALES RECRUITMENT CONSULTANTS

NEWS REPORTER/FEATURE WRITER

Due to internal promotion, SURVEYOR - a lively, well-respected magazine covering local government's municipal engineering and technical services - is looking for a News Reporter/Feature Writer. Previous journalistic experience is essential. Knowledge of local government and an interest in politics is an advantage. The successful applicant will be a keen, committed journalist wishing to join an enthusiastic team, writing on subjects (ranging from the state of the nation's housing stock to the disposal of hazardous waste) that are always important and frequently controversial. Salary is graded 5 in the NUJ/RBP agreement.

If you feel this job would give you the challenge you are looking for, please send in a full C.V. to: Maureen Rose, Editor, Surveyor, Carew House, Wallington SM6 0DX

REED BUSINESS PUBLISHING

EDITOR

A vacancy has arisen for a professional journalist for The Swimming Times Magazine, a small long established, monthly publication. It is the official magazine of the Amateur Swimming Association and The Institute of Swimming Teachers and Coaches. The company occupies first class offices at Loughborough, Leicestershire. The person appointed will be responsible for producing the magazine each month. Applicants must have experience of periodical publishing, sport in general and swimming in particular. Salary negotiable based on age and experience.

Application with CV stating present salary to:

The Secretary,
The Swimming Times Ltd,
10 Whitby Crescent,
Dewsbury, West Yorks. WF12 7ND.

ADDISON-WESLEY SINGAPORE (PTE) LTD

ELT EDITOR

Addison-Wesley, with its head office in the U.S., is one of the world's leading publishers of ESL/EFL materials.

Due to the expansion of our publishing activities in the Asia/Pacific region we are seeking a Commissioning Editor to manage and develop our list of EFL materials for Asia. Based in Singapore, this challenging position will involve extensive travel throughout Asia, particularly Japan, Korea and S.E. Asia.

Degree level education along with a minimum of three years ELT publishing experience is required (either editorial/or marketing). Previous EFL teaching experience, preferably in Asia, or a qualification in TEFL, would be beneficial.

Reporting directly to the Editor-in-Chief of the Asia/Pacific region, this is a unique career opportunity for a young self-motivated person wishing to extend their experience and expand our ELT list. The right person will be rewarded with a competitive salary and benefits package.

Interviews will be held in Wokingham and will include a second interview during the last week of January with the Managing Director Asia/Pacific Region.

Please apply in writing with full c.v. to:
Pru Owen, Personnel Officer

ADDISON-WESLEY PUBLISHERS LTD
Finchampstead Road, Wokingham, Berks RG11 2NZ

PR WEEK

The world's largest circulation PR newspaper

EDITOR

Due to the promotion of our existing editor, we seek applicants with experience to take on one of the most challenging roles in trade journalism.

PR Week is a true success story. Now in its third year of publication, it is avidly read by its growing readership, and is an established part of the media scene.

The new editor will take charge of an enthusiastic and talented young team, and will be expected to work with the latest technology. The job will be hard and the rewards commensurate.

Please apply, enclosing CV, to:

Geoffrey Leese, Publisher
PR Week
100 Fleet Street
London, EC4Y 1DE
Tel: 01-353 9004

CONFERENCE ORGANISER

£11,000

Related exp organising courses, seminars, conferences etc required by leading Management Specialists to run their varied programmes. Vitality and an independent approach a must for this challenging career role. Typing and driving licence pref. 25-30.

CONFERENCE ASSISTANTS

£9,500

CAREER move for confident young Grad/secs aiming for higher things! Leading conference-organisers need 2 ASSISTANTS to become involved in producing full programme of City/Media events. Good typing (min 50 wpm) but intelligence and initiative also priorities.

Call 493 8611

ALBANY
APPOINTMENTS

PR EXECUTIVE

Established PR agency specialising in industrial and technical accounts needs a young account executive to join existing team of seven.

You will need at least three years' all-round PR and publicity experience and be able to demonstrate a high standard of writing skills.

Attractive salary package to match proven ability, commitment and enthusiasm.

Please write with full cv to Barry White MPR,
Marston Publish Relations, Tring House,
High Street, Tring, Herts HP23 4HN.

MANAGER

Beauchamp Place

There is a vacancy for a Manager in our Beauchamp Place shop. Applicants should have gained experience working in a similar position as market leaders in the retailing of fine fragrances and premium cosmetics.

John Spooner, Marston, 74 Whitlow Rd, London W6 8EG.

MONSOON

ADVERTISEMENT SALES EXECUTIVE

COMPETITIVE SALARY PLUS COMMISSION, COMPANY CAR, BUPA ETC.

We are looking for a 'high-calibre' Sales Executive to work on our very successful international publication covering the broad field of mechanical engineering.

As well as maintaining the current volume of advertising, you will be expected to further promote the journal and develop a client base in the UK and Europe, therefore requiring a certain amount of overseas travel. The ability to speak French or German would be valuable asset although not essential.

A self-starter, you should be in your twenties with at least three years media sales experience gained preferably on business or technical magazines and as well as strong sales and presentation skills possess a high degree of energy, flair and determination.

If you feel that you fit this description then we would like to hear from you.

Please write with full CV, quoting salary to:



Mrs A Curtis, Personnel Officer
Mechanical Engineering Publications Ltd
1 Birdcage Walk, Westminster
London SW1H 9JJ

Informal enquiries are welcomed by:
David Williams on 01-222 7899

RETAIL APPOINTMENTS

HUMPHERSONS

fine kitchens & bathrooms since 1876

GENERAL MANAGER (RETAILING)

Director Designate
£20,000 + bonus + benefits

Humphersons operate 10 retail outlets involved in the design, sale and installation of Silematic Kitchens, Villeroy and Boch Bathrooms and Olympus Bedrooms.

Working to agreed objectives, specific early responsibilities will include reviewing the Company's administrative system and recommending new initiatives in the operation of the Company's retail outlets.

Aged 30+, with a proven track record in Sales Management, you will be able to demonstrate the full range of administrative skills necessary for this position.

The benefits package offered includes a company car and relocation assistance. Salary progression, including the opportunity for substantial bonus will be directly related to performance.

Please send a full CV to Mr Colin Lock, Personnel Consultant, at the address below:

Professional Personnel Consultants Limited,
Godwin House, George Street, Huntingdon,
Cambridgeshire, PE18 8BU. Tel (0480) 55333
"an equal opportunity vacancy"

MARKETING MANAGER - DIRECT MAIL

Global Marketing Europe (UK) Ltd, a leader in the holiday ownership industry, are currently expanding their UK promotions and urgently require an experienced manager to take control of all direct mail promotions.

Based in Sheffield, or surrounding areas, applications are invited from males or females aged between 27 to 45 years who can demonstrate flair, initiative and a proven track record in this field, preferably with a direct sales company.

A very generous remuneration package is offered commensurate with age & experience.

Please apply in writing, enclosing full CV and details of experience, to the Director of Marketing, Global Marketing Europe (UK) Ltd., Derby House, 191 Derby Street, Bolton. BL3 5JT.

Global Marketing Europe (U.K.) Ltd.

TELE-SALES

A NEW CAREER IN RECRUITMENT (London WC1)

Earn £12,500 (basic + commission) in your first year with expanding recruitment consultants in Holborn. If you are 23-30 with six to 12 months tele-sales experience we will train you for an exciting new career and guarantee you minimum earnings of £2000 per month during your first three months while you are learning.

Tel Steve Gardiner on 01-405 0863

THREE RETAIL BUYERS/MARKETEERS - THREE DIFFERENT PROFILES

... to work in an exciting and rapidly changing business

Boots is one of the most successful and dynamic high street retailers. Eight autonomous merchandise related business centres were created to provide the specialist business direction necessary to meet the demands of

today's rapidly changing and highly competitive retail market place. Taking advantage of the largest customer flow of any retailer, new concepts and new merchandise, added to Boots' well-known strengths, are creating a new and

exciting image for the Company. For three very different young retail buying professionals or marketeers, with a degree or equivalent and at least 3 years' experience, this could be the time to make a career move by joining Boots.

THE CREATIVE RANGE DEVELOPER

To £18,000 + Car, London

BATHROOM CO-ORDINATES

Our fashionable new "Bathrooms" need a buyer who combines creativity with sound commercial judgement. The concept is already a great success and is likely to be an important area of growth for the business. You'll need to be design conscious, imaginative, perceptive and able to create new trends in this exciting market-place. Ref: BOO10/A.

In addition to career prospects that would be difficult to better, we provide a very attractive package, which includes profit sharing bonus, staff discount and generous assistance with relocation expenses, where appropriate.

The Strong Negotiator

SMALL ELECTRICAL APPLIANCES

are own brand leaders. You must be an experienced negotiator dedicated to achieving the highest quality range of merchandise as well as having sound marketing judgement and flair to further develop the Boots brand range. Ref: BOO10/B.

To £18,000 + Car, London

"Cookshop" has been an outstanding success story and in the £300 million small electrical appliance market we hold a major share and

The Stylish Strategist

PERFUMERY AND PREMIUM COSMETICS

You must have the maturity, confidence and poise to be able to work with top management in many of the world's leading perfumery and cosmetic houses. Previous buying experience is essential as astute negotiating is paramount to keep us ahead of the competition. Ref: BOO10/C.

To £17,000 + Car, Nottingham

Style combined with realistic commercial judgement are necessary to maintain our position as market leaders in the retailing of fine fragrances and premium cosmetics.



In the first instance, please write with full career details quoting the appropriate reference, to Brian Woodrow, MSL International (UK) Ltd, 52 Grosvenor Gardens, London SW1W 0AW.

LA CRÈME DE LA CRÈME

Continued from page 21

PERSONAL ASSISTANT

£11,000 p.a.

c. 6 weeks leave p.a.

... for Principal of leading, independent college of further education (Central London). Applicants are invited from graduates (preferably aged 25-30) who wish to become involved in all aspects of the Principal's work and develop an essential support role as part of the senior administrative team. W/P presentation skills of a high standard are required but emphasis is placed on planning, organisational and communication skills. Integrity and natural authority and warmth of personality are essential qualities. Write or telephone: Managing Director, Master's Executive Selection, 100 Baker Street, W1, 01-555 8834.

KNIGHTSBRIDGE G.P.

requires mature part-time secretary for 4 days a week. Medical experience not essential. Start end of January.

Tel: 01 235 5995.

SEC/PA TO MANAGING DIRECTOR

Experienced secretary in the City specialising in PR at City with office in Hong Kong. To join small team, able to work independently and make decisions in absence of MD during frequent trips abroad. Top 100-PC, Lotus 123/Spreadsheets essential. Knowledge of bookkeeping useful. Must well motivated confident person who can tolerate working alone for long periods. Overtime required on occasions but hours can be flexible. Salary neg plus attractive bonus. Mrs Mary Harrison 0403 55538

01-481 4481

LA CRÈME DE LA CRÈME

01-481 4481

CONTINUED FROM
PAGE 21

P.A. TO DIRECTOR

The charming, young and dynamic Main Board Director who heads up the Syndication team in one of the leading merchant banks, is seeking an intelligent, outgoing and professional PA/Secretary. The environment is fast-moving, with a constant stream of clients through the offices and on the 'phones, therefore the ability to cultivate business relationships and to deal tactfully at the highest level is paramount. There is a junior secretary to lighten the secretarial load releasing you for a more organisational role. The successful candidate will be well-educated, a team player who is looking for an involving and exciting City position. Financial experience is an advantage. Skills: 90/00. Age indicator: 25-35.

The Fast Lane

£13,000 plus mortgage subsidy paid overtime

MacBlain Nash
City Recruitment Consultants

Please Telephone
01-439 6477

FOR IMMEDIATE AND
CONTINUOUS TEMPORARY

SECRETARIAL WORK

PHONE
439 0601
NOW

Carrington House,
130 Regent Street,
London W1R 5FE

MacBlain
NASH
Temporary Secretaries

CAREER
CHALLENGE

Are you ready to expand your secretarial role to include administration and PA work? The founding partners of a new and exciting PR business are looking for a bright and confident PA/Office Manager. You should have excellent organisational and communication skills and the flexibility to turn your hand to anything and everything necessary to help with the expansion of their friendly and democratic team. Your duties will include client liaison, helping with new business pitches, fast and accurate typing of press releases etc but the ability to organise your own work, often without supervision, is essential. Age range mid-late 20s, salary £10-£11,000 neg. Interested? Call us now on

437 6032

HOBSTONES
RECRUITMENT CONSULTANTS

CITY
SECRETARIES

Our client, an established and successful insurance brokers in EC3 are currently expanding and are looking to recruit 3 more secretaries. All positions offer free travel, 2 substantial bonuses annually, luncheon vouchers and BUPA and they will cross train onto their Database WP system if necessary.

£12,000 PACKAGE
The Chief Accountant and his assistant need a young secretary with rusty shorthand, audio and WP skills to organise their day and type their correspondence (some figure typing involved). Ref C5116.

£13,000 PACKAGE
The Operations Director, who is also Head of Computers is looking for a smart, well spoken secretary with good skills (shorthand not essential) to get involved in his activities as Head of Computers and make his travel arrangements. Ref C5117.

£12,000 PACKAGE
Bright, young secretary to work alongside a senior PA and look after the Finance Controller. Position would suit 2nd jobber - 100/50 skills. Ref C528.

For further details on these and many other positions please telephone Annette Van Dyck for an appointment on 025 2254.
City Secretaries Rec Cons, Peak House, 29 Eastcheap, London EC3

HOTEL
SALES/
MARKETING
£11500

The French sales director of a leading international hotel group is looking for an organising secretary.

You will assist him in producing corporate literature, clearing printers, supervising the advertising budget as well as helping with the managers and clients. During his frequent absences, you will be required to hold the fort and ideally he would like someone with experience and possibly already returning to work after a break.

Based in West London, you will be joining a highly successful company where staff are at all levels friendly and professional. Good shorthand, audio and WP skills are necessary. French is essential but not essential. Excellent benefits and pension scheme. Age 25-35. Skills 90/50.

West End Office
01-629 9686

ANGELA MORTIMER

Research Manager

EXECUTIVE SEARCH CONSULTANTS

We are a well established Executive Search consultancy based in the West End, whose business continues to grow at an impressive rate. We now need, in order to develop this still further, an exceptionally capable Manager to head up our Research operation, a position which plays a vital role in our search techniques and new business development.

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Please write, enclosing a full cv to: Carol Speed, Executive Director, Kynaston International, Edman House, 17-19 Maddox Street, London W1R 0EY, or telephone 01-629 3727.

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We are looking for a good communicator with excellent secretarial and administrative skills and at least 2-3 years experience at director level.

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Applications in writing please (with full CV) to: Tricia Garnham, Citizen Europe Ltd., Wellington House, 4-10 Cowley Road, Uxbridge, Middlesex UB8 3XW or Telephone 0895 72621 for further details.

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Skills 90/60 + WP

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You will need to be totally confident and have a solid work background to be able to cope with all the secretarial duties, as well as dealing with the press, helping to organise conferences and working under constant pressure to meet deadlines. This is a rare opportunity to get totally involved with promotions and PR. A levels useful but not essential.

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Please call us for an interview until 6.00pm.
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MALL

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Your work will include choosing suitable venues for press conferences and attending them as well as producing the necessary releases. You will also need to provide him with full secretarial back up as well as arranging his diary and travel arrangements.

This is an excellent opportunity for someone to become more involved in the world of corporate PR. If you have a flexible and willing personality and two years' work experience, please contact us.

Skills: 90/60 + WP

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PROPERTY BUYERS' GUIDE LONDON PROPERTIES

RESIDENTIAL PROPERTY/1

All the charm of life in a barn



Before and after: Foxes Farm Barn, left, is £75,000 with planning consent. Gosia's Grange, converted, is priced at £360,000

By Christopher Warman
Property Correspondent

There is something about a derelict barn — the more derelict the better — that tempts man to convert it. It is partly the challenge of bringing a redundant building back into use, partly the romantic vision of the finished article as the ideal country home, and partly the hope that it will provide a home cheaper than one ready for occupation.

In that last hope he is probably wrong, as it costs a great deal of money to put flesh and clothes on the skeleton. A barn costing £50,000 in its raw state can need up to £100,000 spent on it to transform it into a really good home. It will almost certainly cost more than the purchaser first thought.

But this factor helps to give the private individual an advantage over the builder or developer when a barn comes up for sale. The demand is great, and the suitable case for conversion does not appear too often, so there is always enormous interest. Thus barns are frequently sold at auction to achieve their maximum price.

Where the barn and its location have potential for a development of more than one home, particularly if it can be given the popular "cottage" look, the developer is likely to win, but he has to keep in mind his need to make a profit.

conversion into a house with three reception rooms and four bedrooms, and there is a range of outbuildings, including workshops and an old pump house centred around a secluded farmyard, which could be formed into a walled garden. The grounds are about three-quarters of an acre. Humberts is seeking offers of more than £130,000. John Husband, from Humberts' Lewes office, says: "In view of the barn's outstanding location as well as the shortage of barns of this calibre, we anticipate considerable interest from potential purchasers."

Strutt & Parker has barns for conversion in Kent and Suffolk. This agent is offering a period barn on the Leeds Castle estate with planning consent for conversion to a four-bedroom country house. Simon Lewis, from the Canterbury office, says that about £120,000 is expected for the barn. It is of brick and weatherboard and has fine views over Leeds Castle towards the North Downs — and has easy access to the M20 for the fast route to London.

Foxes Farm Barn, at Framden, near Helmingham, Suffolk, is a traditionally constructed Suffolk barn with outline planning permission for conversion to one dwelling. The agents' Ipswich office is selling it for the Tollemache Trustees and is seeking offers around £75,000.

The expected price — and the picture — show how much needs to be done, but it is a delightful old building, believed to have been built in the 16th or 17th century, and it is in a secluded rural position. The buildings form a sheltered courtyard and stand in more than half an acre. Strutt & Parker points out that it is situated in an attractive and increasingly valuable part of the county. The challenge is there.

The same agents are selling Hall Barn at Campsea Ash, near Woodbridge, Suffolk, and the leap in price is clear to see in this already converted barn. It dates from the 18th century and has been professionally converted by Fatchcroft Ltd in association with Harper, Byatt, and is of mainly timber-frame construction, clad in weatherboarding under a newly thatched straw roof.

The barn has planning consent for

Its name comes from the grand full-height hall room, and the barn is full of exposed timber. In addition to the great hall, there is a sitting room, a dining room, a gallery landing, a master bedroom suite and three further bedrooms. The purchaser can also choose the kitchen fittings, and outside there is an extensive range of bays, which, subject to further permission, could be suitable for planning conversion. The barn stands in about one acre, and Jonathan Penn, of the agents' Ipswich office, says it offers the potential to create an extremely comfortable family property, enjoying the benefits of a new property but with the aesthetic appeal of a timber-framed period property. "It is for this reason that barn conversions are so popular in Suffolk at present," he says. The asking price is around £180,000.

Hampton & Sons is selling a medieval tithe barn, with a barn complex originally fortified against wolves and foxes, at Wimbush, Essex.

Gosia's Grange, whose framework dates partly from the 13th century, has been converted to provide a spacious home with a thatched roof, a great hall 43ft by 32ft, a drawing and dining room, five bedrooms and a workshop. The stable block has outline planning consent

The prices are not
always extremely high

for a three-bedroom dwelling provided that single ownership is maintained, and the agents are looking for offers around £360,000.

Converted barns do not have to cost that much. Black Horse Gearing & Colyer at Rye, East Sussex, has two conversions near Hastings — Stalkhurst Barn at Gillingham, with five bedrooms, at £165,000, and The Barn at Fairlight, with four bedrooms, at £163,000.

The price goes up again with the Trinity Barns, at Weston, near Petersfield, Hampshire, converted into three houses. The first, with four bedrooms, is for sale through Weller Eggar at Bishop's Waltham at around £285,000.

More property on page 43

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Conversion saves the 15% on alterations

and the individual can outbid him in the profit margin.

If a barn is listed, there is the possible difficulty in conversion because of restrictions designed to preserve the building, but counterbalancing that is the benefit of saving the 15 per cent VAT imposed on building alterations and improvements except for listed buildings.

Street Place Barn at Street, near Lewes, East Sussex, dates from the 16th or 17th century and is one of the largest traditional Sussex barns to come on to the market in recent years. It is built of flint and brick, with part weatherboarding, and the agents say the main structure is substantially sound, although in need of restoration.

The barn has planning consent for

Pelican Wharf

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Costain
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London house prices coming down!

Have you noticed how many advertisements there are for new houses on these pages? And how many of them keep turning up week after week? And how many are for developments (a) by water and (b) within walking distance of the City?

There is absolutely no doubt that the euphoria which saw prices rise by 50% or more during the summer has run out and now there are an awful lot of new units for sale at prices based on some people's over-optimistic expectations until a week or two ago.

Recently there has been brave talk about how property is the only safe investment, but the important question is: at what price? Gloucester Square (see our advertisement on this page) is a charming spot between

the canal and park, close to the financial centre. And most of the houses and flats are already sold.

But the whole square is due to be completed soon after Christmas and there are still a few two-bedroom (£107,750 and up) and three-bedroom (£154,500 and up) houses available when we would dearly love to have them all under offer.

So because we are under no illusions about what is at least a check in the market, we shall reduce the current list prices of all houses on which new reservations are taken and contracts exchanged before Christmas, by 5%.

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30 Oval Road, NW1 7DE.

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